

Third Cabinet resignation in less than six months

New blow for Thatcher as Walker quits

By Nicholas Wood, Political Correspondent

Mr Peter Walker yesterday added to the Government's tribulations by disclosing that he would leave the Cabinet shortly and would not be a candidate at the next election.

The announcement stunned ministerial colleagues and Conservative MPs, already bruised from the fearful battering they are taking over community charge levels and an inflation rate heading for 9 per cent next month.

Coming on the day that the latest opinion polls showed the Labour Party romping away from the Tories and poised to snatch its most sensational by-election victory for more than half a century, news of the impending resignation of the Secretary of State for Wales could not have been timed worse for Mrs Thatcher.

Ironically, it was seized upon by opposition MPs as further evidence of disarray in Tory ranks, and it will fuel speculation among Conservative MPs opposed to her leadership of a renewed and

more serious challenge in the autumn unless there is a marked upsurge in the party's fortunes.

Ministers and Conservative MPs conceded that, with campaigning in the Mid-Staffordshire by-election beginning in earnest today, Mr Walker's denial of any rift with the Prime Minister could not defuse all the potentially

damaging consequences of the third Cabinet resignation in less than six months.

The Prime Minister is likely to share her colleagues' view that the announcement of Mr Walker's departure could have been usefully delayed until at least the by-election and the Budget were out of the way — as was apparently originally intended — and she had a successor in place for the longest-serving Cabinet "wet" and a veteran of her first administration, in 1979.

Nevertheless, she received Mr Walker's news with "great regret" and publicly paid tribute to him after, as he put it, his hand was forced by a Sunday newspaper which leaked his intentions in a front-page report.

Mr Walker, aged 57, will stay on — as a "lame duck" Secretary of State, according to Labour — probably for no more than a few weeks to give Mrs Thatcher time to finalize her choice of a replacement.

Mr Walker said in a statement: "Last September I told the Prime Minister that my intention was not to contest the next general election."

"I explained that in the 1990s I would like to have more time with my large but still young family... I would like to make a contribution to British commerce in a decade when Europe will become the major influence in the world economy."

Mr Walker added: "Having made this decision I agreed with the Prime Minister that I would leave the Cabinet at a time convenient to us both."

"I think it is right to confirm this publicly now so that the Worcester Conservatives, who have supported me so manfully throughout my lifetime in the House of Commons, have good time to adopt a candidate to take my place in the next Parliament."

The next Secretary of State

for Wales is likely to come from one of several ministers of state close to achieving Cabinet rank. They include Mr David Hunt, Mr John Patten, Mr William Waldegrave, Mr Michael Portillo and Mr David Mellor.

It is understood that an announcement about a handover was due to come at the end of this month.

However, when *The Sunday Telegraph* reported rumours of his impending resignation, Mr Walker first issued a less-than-full denial, then rang the Prime Minister to agree a response.

Yesterday, he told *The Times* that once the phone started ringing, "there was no way I could sit there lying."

He added: "Obviously, it would have been totally wrong for me to say, 'No, there is no possibility of this (resignation)', then a few months later daily announce it."

He is now expected to take up a senior post in the City.

Mr Walker's explanation is unlikely to satisfy all of the Prime Minister's supporters, who will wonder why such a practised political operator as Mr Walker felt he had to spill the beans after one somewhat tentative story.

However, as he pointed out to *The Times*, had he really wanted to embarrass the Government he would have left no one in any doubt of his intentions. Most of his ministerial colleagues are likely to accept this argument.

Mr Walker's forthcoming departure from the Cabinet follows Sir Norman Fowler's hasty resignation in January and Mr Nigel Lawson's tempestuous departure last October.

Attention will focus on how such a sensitive piece of information — known to only a handful of people — came to be leaked.

Sir Geoffrey Howe, the Leader of the House, supported Mr Walker's handling of the affair, but admitted it was politically unhelpful.

Meanwhile, Mrs Thatcher's own position continued to be called into question as anger over poll tax levels averaging £100 above target continued unabated.

An MP on the left of the party said: "There must be at least 100 Tory MPs who bitterly regret they didn't abstain last November when she was challenged by Sir Anthony Meyer."

Tories unite to demand poll tax relief package

By Nicholas Wood and Sheila Ginn

The left and right of the Conservative Party combined yesterday to demand a fundamental rethink of the structure and financing of local government in the wake of the public outcry over poll tax levels.

Mr Michael Heseltine, the former Secretary of State for the Environment and an outspoken opponent of what he dubbed "the Tory tax", said that throwing money at the problem of bigger-than-expected community charge bills was no answer. Local authorities would spend the money and continue to blame the

Government. At the same time, Sir Rhodes Boyson, the former environment minister and a leading right wing member of the 1992 executive of backbench Conservative

Poll tax debate.....4

MPs, demanded an emergency package to halt the protests from angry Tory MPs, councillors and supporters.

In remarks underlining the gravity of the threat to the Government's standing, Mr Patrick Cormack, a senior Conservative MP, said: "The

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Family man: Mr Walker with his daughter Marianna, aged four, at his Worcestershire home yesterday.

Soviet party bosses facing polls rebuff

From Mary Dejevsky, Moscow

As early predictions suggested an upset for Communist Party officials in yesterday's Russian Federation elections, Mr Mikhail Gorbachev, the party's General Secretary, acknowledged the shift of power from the party to the state by confirming that he would run for the new post of Executive President.

Mr Gorbachev, accompanied by his wife Raisa, and one of their grandchildren, was speaking to foreign reporters after voting in his Moscow constituency in yesterday's Russian Federation elections.

He said that he would not nominate himself for the new post, "but if I am put forward I will not avoid it... In my opinion, it would not be understood by our people if I used the current situation and decided to withdraw," he said.

Speaking to Soviet reporters earlier, Mr Gorbachev called for a "renewed Communist Party", but ruled out an early split in the party, unless it was precipitated by "ambitious individuals". He said that for him the Communist Party was

"a sacred cause", but he insisted that any election defeat for senior party officials would not distress him. It was for the people to decide.

More than two thirds of the Soviet Union's adult population

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tion were entitled to vote yesterday, as balloting took place for local and district councils and the parliamentary Supreme Soviets in the republics of the Ukraine and Belorussia, as well as the

Russian Federation. Voters in the Baltic republic of Lithuania were meanwhile deciding the future of their republic in the second round of elections for the Lithuanian Supreme Soviet.

The Popular Front movement, Sajudis, won 72 out of the 90 seats decided in the first round and was expected to increase its majority significantly.

The turnout in the Russian Federation seemed generally higher than the predicted 60 per cent, with many polling stations in Moscow reporting more than 70 per cent

before mid-afternoon. In some places, voters were brought out by the sale of scarce foodstuffs and consumer goods at the polling stations.

The relatively high turnout is believed likely to have helped candidates from one of the policy blocs, the Bloc for a Democratic Russia, which presents itself as the main opposition to the communist establishment. It claims to represent the legacy of Dr Andrei Sakharov and includes among its leading lights

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The Harrods takeover affair

'Plot' to print DTI report

By Quentin Cowdry, Home Affairs Correspondent

Police are investigating claims that the Queen, MPs and other leading opinion formers in Britain were to be supplied secretly with 1,000 copies of the Department of Trade and Industry's highly classified report into the Fayed brothers' takeover of Harrods.

The alleged plot, which the Egyptian-born brothers claim is part of an on-going "dirty tricks" campaign aimed at them after their takeover of the Knightsbridge department store in 1985, is being examined by Scotland Yard who have investigated how a copy of the report was leaked to *The Observer* 12 months ago.

The report is to be finally published on Wednesday but the new allegations will ensure that the furor over the takeover, involving a bitter clash between the Fayed and Mr Tiny Rowland, owner of

the House of Fraser, Harrods' parent company, said the German had later approached the company and offered to say who was behind the plot. It was said to have involved an American lawyer based in London.

"We are calling on Scotland Yard to redouble its efforts to identify and charge the paymaster behind this criminal conspiracy," Mr Cole said.

Mr Rowland has always maintained that the copy of the report used by *The Observer*, which is owned by Lomrho, was delivered to Lomrho's reception desk anonymously. He has no idea where it came from.

Some 15 copies of the report were officially produced. Police believe the copy used in the alleged West German operation may have been stolen from the Fraud Squad Office at Scotland Yard.

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Learning to drink sensibly at the teenage bar

By Quentin Cowdry, Home Affairs Correspondent

Ministers are increasing pressure on brewers to set up chains of "teenage bars" to help teach youngsters how to drink sensibly.

They have asked the Portman Group, a pressure group funded by eight leading breweries, to investigate the viability of bars being created where youngsters aged under 18 can socialize and consume low-alcohol drinks.

Ministers believe that alcohol-free bars have little attraction for youngsters and do not curb under-age drinking and the related problem of teenage hooliganism.

They think attractively-designed bars, selling a new range of safer low-alcohol

drinks, aimed specifically at young people, might become highly popular.

Such a development will be helped if, as expected, a Private Member's Bill is passed ending the law that the under-eighteens cannot buy a drink with an alcohol/volume content of even less than 1.2 per cent if it had a stronger content at some stage during its manufacture. This rule means that most low-alcohol products have to be sold in licensed premises.

The Bill drawn up by Sir Peter Emery, Conservative MP for Honiton, proposes that anyone should be able to buy drinks with an alcohol/volume content at point of sale of 0.5 per cent or less.

The new limit reflects medical evidence that even low-alcohol beers and wines can be damaging if drunk in large

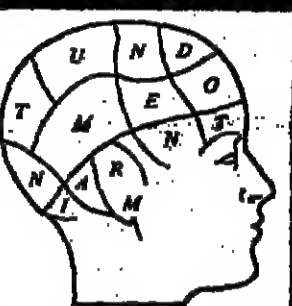
quantities by young people. Ministers, though, think there would be no health risks in drinks with alcoholic strengths up to 0.5 per cent.

Dr John Rae, director of the Portman Group and former headmaster of Westminster School, thinks the idea has great potential. "This could prove a good way of getting youngsters to learn how to drink sensibly without enormous risk."

"On the Continent children seem to pick up the habit from their parents and alcohol is no big deal. Unfortunately, the same thing doesn't happen in Britain where binge drinking or illegal drinking by youngsters is a real problem."

He thought the big brewers should consider establishing several pilot bars. These, however, would need to avoid a "do-gooding image".

INSIDE



TOURNAMENT OF THE MIND

● Tomorrow is the first round of *The Times* Tournament of the Mind, the annual chance to test your intellectual powers.

● Played over 20 rounds, the Tournament offers the chance to win £25,000 and a computer. To help prepare you, we asked Mensa and last year's winner for some hints (see page 11).

● But first, try this sample: which famous German politician was nicknamed the "Iron Chancellor"? The answer, for those who need it, is on page 22.

● There were two winners of Saturday's £4,000 Portfolio Platinum prize (see page 3). Today's chance to win £2,000 is on page 39.

Power post

Sir John Egan is expected to leave Jaguar to become chairman of National Power, the biggest of the electricity generating companies to be privatized. Page 44

Lost chance

Aston Villa lost their chance to go back to the top of the first division when they were beaten 2-0 by Coventry. Liverpool remain at the head of the table. Page 25

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SPORT ON MONDAY

● Today *The Times* introduces changes that reflect the excitement and growing importance of the weekend's sport in Monday morning's newspaper.

● For the first time sport will lead the second section of *The Times* with comprehensive coverage of Saturday's national and international events, plus full reports and pictures of the rapidly developing Sunday sports programme. Each week Sport on Monday will have its own front page leading an extended and unrivalled service of commentary and results from the weekend.

● Today we have David Gower's exclusive view of England's last-ball defeat in the West Indies one-day game, and news that Malcolm Marshall may miss the second Test Match for the West Indies (page 27); plus details of the England rugby team to face Scotland in the grand slam decider on March 17 (page 25).

BUSINESS

● Each Monday *The Times* business and finance coverage will appear at the back of the second section of the paper providing the authority, the analysis and the news that has made it compelling reading for City followers. Today the Business section main story (see page 44) reveals that Sir John Egan, chairman of Jaguar, is favourite to become chairman of National Power, the biggest of the two electricity generation companies to be privatized.

PREVIEW

● *The Times* Information Service, now renamed Preview, offers a wider-ranging service for readers. From Monday to Friday the page will carry details of a particular area of the arts and performing arts, allowing us to give more information, a critical assessment of each item and much more coverage to events outside London. Preview today, on Art & Auctions, is on page 22.

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Q What's the rate for the first two years?	A The rate for the first two years is the Bank of England's base rate plus 1.5%.
Q What's the rate for the next three years?	A The rate for the next three years is the Bank of England's base rate plus 1.5%.
Q What's the rate for the rest of the loan?	A The rate for the rest of the loan is the Bank of England's base rate plus 1.5%.
Q Can I get a better rate?	A Yes, if you have a good credit record, we may offer you a better rate.
Q What's the rate for the first two years?	A The rate for the first two years is the Bank of England's base rate plus 1.5%.
Q What's the rate for the next three years?	A The rate for the next three years is the Bank of England's base rate plus 1.5%.
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Q Can I get a better rate?	A Yes, if you have a good credit record, we may offer you a better rate.

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NEWS ROUNDUP

House fire kills family of four

Forensic experts sifted through the remains of a semi-detached house in Kent last night to establish the cause of a fire in which a family of four died (Helen Johnstone writes). Neighbours reported hearing a huge bang before the house in Saltings Road, Snodland, near Rochester, caught fire early yesterday morning. Mr Eric Gillespie, a paper mill worker, his wife, Kerry, and their children Miles, aged two, and Joshua, seven months, were all found dead by firemen. A neighbour who tried to rescue the family was beaten back by flames. Kent Fire Brigade said the house was well alight by the time it arrived and the fire was intense enough to cause 30 per cent fire damage to the neighbouring home. The badly burned bodies of Mr and Mrs Gillespie and the children were found upstairs. Mr Gillespie's mother, Mrs Mo Harris, who owns the house, was staying with friends. She returned last night to identify the bodies.

Insurance fraud move

The Government is setting up an independent unit to clamp down on national insurance fraud by self-employed people, which, according to Mr Michael Meacher, shadow social security secretary, is a "scandal of massive proportions" costing the country up to £250m a year (Tim Jones writes). Mr Meacher said yesterday leaked Department of Social Security documents showed that only 36 per cent of contributions were collected from the self-employed. He has written to the chairman of the Commons Public Accounts Committee, Mr Robert Sheldon, to demand an investigation.

RUC prisoner inquiry

The Royal Ulster Constabulary said yesterday it is investigating allegations of ill treatment of a "loyalist" prisoner by officers under the command of Mr John Stevens, Deputy Chief Constable of Cambridgeshire, who is investigating allegations of collusion (Edward Gorman writes). In a short statement in response to an Irish newspaper report, the RUC said that a complaint received from a prisoner at Crumlin Road jail, Belfast, was the subject of an investigation.

Energy saving drive

A £400,000 advertising campaign aimed at persuading leading businessmen to play their part in reducing global warming will be launched by the Government today (Nicholas Wood writes). A series of newspaper advertisements will emphasize to industry the environmental and economic benefits of saving energy.

Arctic crossing made

An international expedition with a British navigator completed the first dog-sled crossing of Antarctica when team members skied into the Russian Mirny base just after midnight on Saturday (Ruth Gledhill writes). The six-man team arrived at the polar base on the Queen Mary coast only an hour late despite fears that bad weather would force them to remain camped 13 miles from their destination, where they were stuck two days.

Oxford chess victory

Oxford beat Cambridge 5-3 in the annual match at the Royal Automobile Club, London, on Saturday. The match, the longest annual chess fixture, has been contested since 1873. With this victory, Oxford is within a win of levelling the overall score. David Norwood, representing Oxford on top board, was the first grandmaster to take part in the match. Gary Kasparov, the world champion, won the category 16 tournament in Linares, Spain. Nigel Short was fifth.

Tight race on the grid

Only three minutes separated the first three contestants yesterday in the Leeds regional final of The Times/Collins Dictionaries Crossword Championship (John Grant writes). The winner was Mr David Adams, aged 40, a Sheffield solicitor, who solved the four puzzles in an average of 8½ minutes each. Mr Philip Jordan, of Wythenshawe, Manchester, was second, and Mr William Pilkington, of Nunthorpe, Cleveland, twice national champion, third.

NUM to question Scargill on foreign aid

By Tim Jones
Employment Affairs
Correspondent

Leading members of the National Union of Mineworkers last night were demanding an emergency meeting of the executive committee to question Mr Arthur Scargill, the president, on the extent and use of any Soviet or Libyan aid during the 1984-85 strike.

Last night, Mr George Rees, a member of the NUM's finance committee, said he had never seen a thorough breakdown of how the hundreds of thousands of pounds collected to finance the miners during their struggle was spent.

"We cannot wait until the next

executive in April and must meet as soon as possible to have these questions answered", he said.

Yesterday the Sunday Mirror said today's Daily Mirror would claim that some of the money allegedly received from Libya was used for personal transactions.

Mr Scargill said yesterday the NUM had received no money during the strike from the Soviet Union and that if financial help had emanated from Libya "national officials were not aware of it".

Mr Scargill said that when Mr Mikhail Gorbachev met Mrs Thatcher in December 1984 he had told her that no money had been sent to the British miners.

Mr Scargill, who said he had been aware in 1984 of the "whole conversation" said: "That statement was true. The NUM did not receive any money during the period of the strike from the Soviet Union and there is evidence available to prove that conclusively."

Mr Scargill said that during the course of the strike "all monies brought into the national office either by organisations, individual members of the public or members of staff were recorded. All monies received during the course of the strike were used for the purposes of hardship of in accordance with the wishes of the donors."

However, during the height of the

dispute, in November, 1984, Mr Mick McGabey, the NUM vice president told a rally in Scotland: "I see the Russian connection has now come out. In case you didn't know, I'm the guy. I had discussions with Soviet comrades. I will tell you the figure. It is US\$1,138,000. It is coming from Soviet trade unions".

Later, he said the figure included £500,000 of food and clothing from miners in the Ukraine.

At the same time, Mr Scargill told a rally at Bedworth, Warwickshire: "I asked them (the Russians) for aid which they have given us - half a million quid."

During the strike, Mr Scargill visited the Soviet Embassy in

London on at least one occasion.

Following complaints from Mr Scargill, fraud detectives in South Yorkshire are investigating a complaint against Mr Roger Windsor, the NUM's former chief executive, who was the director of a company set up with NUM funds to supply furniture for the union's headquarters in Sheffield.

Mr Windsor achieved notoriety after it was disclosed that he had held a secret meeting with Colonel Gaddafi, the Libyan leader. Mr Windsor, who now lives in France, is understood to have made a series of allegations against the NUM leadership involving complex financial transactions during the strike.

Baker tries to revive morale as by-election battle opens

By Nicholas Wood and Ray Clancy

Mr Kenneth Baker will today try to revive battered Conservative morale as he launches his party's campaign in the Mid-Staffordshire by-election.

The Tory chairman will seek to turn the heat on Labour and deflect attention away from inflation, high interest rates and the storm over the poll tax.

But after the MORI poll for Times Newspapers showing the Opposition poised to translate a 14,650 Tory majority into a victory margin of

is certainly not borne out by what I have seen in the constituency so far, where there has been a very positive response," he said.

Mr Prior indicated that poll tax has been a major topic of conversation on his campaign trail, which begins officially today, and he agreed the new charge has become the big issue of the by-election. Voters in Mid-Staffordshire face a poll tax up to £360, which is over £100 more than Government estimates.

"People are saying that they recognise that the rates system has to change and they feel that it is fair to spread the burden among a greater number of people."

"What they dislike about it is the amounts, which are far greater than Government estimates."

"I am pointing the finger clearly at those who set the charge. Labour-controlled Staffordshire County Council will be setting the charge higher than it needs to."

"Last year, because it was election year for the counties, they were prepared to use reserves to keep spending down. Now they are not," Mr Prior said.

He added: "Councils around the country should look to the example of Walsworth in London, where through rigorous cost-controls and efficiency they have set the lowest community charge in England."

MID-STAFFS
BY-ELECTION

1987 General Election: J Heddie (C), 28,644; C St Hill (Lab), 13,990; T Jones (L/All), 13,114; J Bazeley (Independent C), 836. C Maj: 14,654.

5,000 votes in a 20 per cent swing. Mr Baker faces a formidable task.

He will be hoping that the centre parties can affect a mini-revival and siphon off some of Labour's support and that he can woo back some Tory defectors.

Mr Charles Prior, the Conservative candidate, last night expressed surprise at the MORI survey and said he did not take it to heart.

It gave Labour 50 per cent, the Tories 36 per cent, the SLD 5 per cent and the Greens and the SDP 4 per cent each.

"I am amazed by the poll. It

Six-day battle to push back the sea

DARBY GREENWOOD



Workmen completing repairs last night to the sea wall breached by high waves in Towyn, Cwyd, a week ago. About 30,000 tonnes of rock and 30,000 tonnes of ready-mixed cement were used to seal the hole. Mr Bill Breeze, Colwyn borough council chief executive, said: "It has been an incredible achievement in six

days. They had to pull off the site for quite a few hours because of the tides in the early days, but they have been working 24 hours a day since Thursday afternoon." Up to 50 firemen using heavy-duty pumps worked throughout the weekend to pump away 5ft deep standing water which had covered many

homes. With most of the standing water gone, Colwyn council appealed to residents to come forward to help them inspect properties in the badly affected Chester Avenue. It is likely to be days before their homes are declared habitable. Some structurally damaged buildings may not be used again.

Thatcher plans visit to East Europe

By Our Political Editor

Mrs Thatcher is to visit Hungary and Czechoslovakia in the early autumn, and will spend two days in Switzerland. Plans to include Romania have been scrapped as her advisers do not consider that a stable government has yet been established.

Mrs Thatcher did not make her customary foreign foray after Christmas last year, and has travelled much less over the past six months as domestic troubles have crowded on

the Government. But she has a heavy foreign schedule over the next six months, including visits to Turkey in April and to Kiev in June for a British trade fair.

In July the Economic Summit of the leading seven industrial democracies, will be held in Texas, and a visit to South Africa in August may be possible if there is an early end to the Act of Emergency and further relaxations in apartheid.

A visit to the Far East is not

anticipated and the Government's business managers have told Mrs Thatcher she risks defeat over the Bill which would give 225,000 Hong Kong citizens the right to settle in Britain.

The first count by Tory whips has shown the Government short of a majority on the issue, as 80 Conservative MPs have signed a letter saying that they cannot support the legislation.

Mr Timothy Renton, the Chief Whip, said the Govern-

ment will need the support of Ulster Unionists and possibly some Labour MPs to ensure that the Bill, expected around Easter, gets a second reading. However, they are confident of improving the situation: the first count before Christmas showed that they were without a majority for the Revenue Support Grant votes in January which finalized poll tax arrangements but those orders eventually went through with a respectable if less than solid majority.

Humble Tory who rose to become the Cabinet's licensed dissident

By Robin Oakley, Political Editor

The impending departure of Mr Peter Walker from the Thatcher Cabinet and, at the next election, from the Commons, will remove one of the most able politicians of the past two decades.

There are two obvious measures of that. One is that Mrs Thatcher would, on occasion, have dearly loved to dismiss him, as she did a number of other leading figures sharing his views. But she did not dare to do so in his case, for fear of the trouble the energetic Mr Walker might have been able to create on the back benches.

The second is that although she has given him only traditionally low-key Cabinet positions, as Minister of Agriculture and as Secretary of State for Wales, he has achieved just as high a profile in those as he did in the "big beautiful days" under Mr Edward Heath as Secretary of State for the Environment and later for Trade and Industry.

Although Mrs Thatcher has been suspicious of the man who managed Mr Edward Heath's campaign for the Tory party leadership, it was Mr Walker who recommended to Mr Heath his first inclusion in a Tory Cabinet.

Few ministers in recent years have managed their departments as effectively as Mr Walker, a facility which has left the teenage founder of Walker's anti-Labour League with plenty of time for pure politics.

He has throughout his career been an inspirational figure to younger left wing Conservatives in the Young Conservatives or in organisations such as the Tory Reform Group.

He has found time too to bring in groups of young back benchers for lunch and a gossip at his ministry.

Mr Walker has never hidden his One Nation Tory views. For years he has been the licensed dissident in the

Thatcher Cabinet, making his famous coded speeches around the party conference fringe and coming dangerously close to condemning the main thrust of the Government's economic policies.

He came near to resignation over the tough monetarist budget of 1981 and has flirted with the idea on occasions since then. But the effectiveness of the "wets" was always limited because he and potential allies such as Sir Ian Gilmour, Lord Prior and Lord Pym never organized their opposition as a group.

Since the 1986 autumn statement indicating the loosening of the reins on government spending the wet argument in Conservative circles has effectively been buried and Mr Walker's position in the Cabinet consequently has been easier.

Mr Walker, like Mrs Thatcher, comes from more humble middle-class origins than do many Tory politicians - he did not go to university. Starting in the insurance world, he was one of the young meteors of the early 1960s, going into partnership with Jim Slater and making a fortune in the City with Slater, Walker before getting out with

the money to give him independence in his political life.

He went on to become the youngest chairman of the Young Conservatives, the youngest member of the Shadow Cabinet he entered in 1965 and of the Cabinet. His departure will leave Sir Geoffrey Howe as the only other member of Mrs Thatcher's 1979 Cabinet still serving alongside her.

As Secretary of State for Wales Mr Walker has been an undoubted success, operating an independent and highly interventionist policy. Before taking on the job, he sought and won assurances from No 10 that he would be allowed to do it his way.

He has poured pump priming investment into the valleys and infrastructure projects and he has marketed Wales internationally, boosting inward investment by Japanese and other foreign firms. Above all, with his characteristic enthusiasm and energy, he has created optimism in the principality.

As Secretary of State for Energy he successfully fought through the miners' strike. As Minister of Agriculture his reign may be looked upon less

favourably. Though he won record subsidies for the industry, Mr Walker's exhortations to farmers to produce more and more have led to misery for some since the European food mountains and milk lakes have been trimmed back.

But why has he gone now and how much harm will it do the Government? Coming as it does amid the raging poll tax controversy, with Labour ahead by a near-record margin in the opinion polls and the Government under fire on inflation and interest rates, the news of Mr Walker's departure will not help Tory morale.

Mrs Thatcher will have lost three senior and experienced ministers - Mr Nigel Lawson, Sir Norman Fowler and now Mr Walker - within months, after a reshuffle that was designed to give her the Tory team with which to face the electorate next time.

The clue to his departure probably lies in the dedication of his latest book, *Trust the People*. That collection of speeches and essays setting out his views and beliefs after 25 years on the front bench reads: "To Tessa, Jonathan, Shara, Timothy, Robin and Marianne, to whom he owes so much."

Mr Walker has a large and comparatively young family for a politician who will be 60 in 1992. And we are at the stage of this Parliament when lifestyle decisions have to be taken.

His hopes of putting into practice his distinctive brand of Conservatism as a party leader have disappeared. He is now seen as a politician of the previous generation. The candidates of the left for leadership are now his old friend, Mr Michael Heseltine, and in the new political generation, Mr Chris Patten.

And the MP for Worcester has always been a man who can see and enjoy a life outside politics as well.

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DISASTERS
EMERGENCY
COMMITTEE

Exam cheating allegations

Former student 'sat unprecedented 13 papers' in final year

By Mark Sonster

A former Bristol University student accused of cheating said yesterday he had worked so hard for his degree that he had "hardly gone to bed" in four months before his finals.

Mr Francis Foecke, aged 32, denied he had cheated. He said he had studied often up to 18 hours a day, seven days a week, because he was determined to achieve a first class degree in computer science with mathematics. "I went to bed so little - my wife said only twice - the lodgers didn't think I was human. I would often fall asleep at my desk."

He said he revised for up to 36 hours a time before each examination because he had an excellent short-term memory. "I am good at cramming. I have relied on that since I was a teenager."

Mr Foecke, who was giving evidence in public for the first time in answer to allegations that he had cheated, said on the eleventh day of his appeal against a decision by the Board of Examiners to withhold his degree, that he had made a conscious decision to "pull his finger out" in the final year of his degree course.

He said he did that in recognition of the department of mathematics' decision to reinstate him onto the honours course in spite of poor performances in his first and second years, which he said were the result of family and financial pressures as the only mature married student on the course.

In his final year, Mr Foecke sat an unprecedented 13 papers, more than anyone for 20 years at Bristol University. He needed to pass at least 11 with top marks to gain a first class degree because of earlier poor results. Normally a stu-

dent needs to pass only seven to qualify for the top degree.

To cope with such a heavy workload, he said he attended lectures where he could, time-table permitting, studied previous exam papers, some going back eight years, borrowed notes from graduates the previous year and copied the lecture notes of students on the same course.

By Easter, 1986, Mr Foecke had sat five papers and submitted a project for which he got a double first. Although he didn't know the results by the time he sat the remainder in the summer, he said he was confident he had done "superbly" because a senior administrator in the Department of Mathematics, Dr John Walker, told him his performance had "astounded certain members of staff".

In all, Mr Foecke answered 57 questions and gained first class marks in all. The university believed he cheated in nine, but could only prove "beyond reasonable doubt" a breach of regulations in three. He admitted his approach was unorthodox but pointed out



Mr Foecke: 'The lodgers didn't think I was human.'

that he was in part following university guidelines set out in a booklet given to him as a freshman at Bristol in 1983.

Under a section, "revision technique", it was said that time spent "sussing out the demands of the exam system... is time well spent".

The Board of Examiners has alleged Mr Foecke may have gained access to questions and answers before the examination by breaking into locked offices. It was alleged he was often seen late at night and early in the morning in the Department of Mathematics, where papers were kept locked.

Under questioning, he admitted he did spend inordinate amounts of time in the department, but only to use computers which were otherwise busy during the day.

Mr Foecke answered the three statistics questions in which he is accused of cheating on May 27 and 28, 1986. He sat for his last examination on June 4. On Friday, June 13, he was told he was under suspicion of "dishonest conduct". Three days later, the detailed accusations were put to him by a four-man panel at which Mr Foecke said he broke down in tears.

Earlier, the committee hearing his appeal refused to accept an affidavit from Dr John Ryan, a former lecturer at Bristol, saying how he had set two questions. Mr Alan Jones, for Mr Foecke, said that should not be admitted as the Board of Examiners had completed its case, had declined to bring Dr Ryan from Australia and had abandoned an attempt to establish a live telephone link.

The case continues today.

Model car seeks one careful owner



Victoria Hine, aged 4, of Wentworth, Surrey, taking a shine to a half-scale model of an MG TD which is to be sold by ADT Auctions at Blackbushe, Hampshire, today. The hand-built model can carry two children and is for sale at £7,000-£9,000.

£2m a day in EC subsidy to tobacco growers

The European Community is spending almost £2 million a day on subsidies for tobacco growers despite a pledge to campaign against cancer and other smoking-related diseases (Our Science Correspondent writes).

According to a report by the Centre for Research and Information of Consumer Associations, which is based in Brussels, the EC spent £644 million on tobacco subsidies in 1988. That was £200 million

more than in 1982, and almost four times that in 1979. The forecast expenditure for this year is £799 million, the report says. It points out that every year, 440,000 people in the Community die of tobacco-related diseases but that only a tiny fraction of the EC budget is being spent on smoking prevention campaigns.

"For economic reasons the price support system should be revised immediately, and for health reasons,

long-term tobacco subsidies should be stopped," the report says.

Mr Michael O'Connor, director of the government-funded Coronary Prevention Group, based in London, said yesterday: "It is madness that British taxpayers are subsidizing the growth of a product which kills 300 people a day in this country alone."

Tobacco is produced in Italy, Germany, Spain and Greece.

PORTFOLIO

A win to make up for defeat

Two winners shared Saturday's Portfolio Platinum prize of £4,000.

Mr John Bowen, an expatriate Welshman of Spalding, Lincolnshire, said: "The only thing that spoiled the day was Wales losing to Scotland in the rugby."

"I have been playing Portfolio since it started and this was my first win. I have not decided what to spend it on, but it will include wood bark for my rhododendrons."

The other winner was Mr T Betts of West Wickham, Kent.

THE TIMES

BBC RADIO 4

PM

ENVIRONMENT

AWARD

This is the last week for entries to the 1990 Environment Award sponsored jointly by The Times and BBC Radio 4's PM programme. The competition closes at last post this Friday, March 9. Nominations, of up to 250 words, typewritten if possible, should be sent to: The Times/PM Environment Award, PO Box 486, 1, Pennington Street, London, E1 9XN.

People may nominate themselves. Photographs (which are non-refundable) will be helpful and a daytime telephone number for those people nominated is essential.

Listeners to PM tonight can hear a story typical of many entries: an account of a Scottish carpenter and his relationship with his own trees.

Concern at the high cost of health food

By Ray Clancy

Healthy food costs more and is less widely available in rural areas, according to a report from the Welsh Consumer Council, published today.

Poor and disadvantaged consumers should not be prevented by cost from eating a healthy diet, the report says. It recommends a series of 24 proposals to improve the retail system.

The survey found wholemeal bread cost 10p more than white bread, lean minced beef was 62p a pound more expensive than ordinary minced beef and decaffeinated coffee 30p above standard instant coffee.

Mrs Rhianon Bevan, the council's chairman, said: "We are very concerned about this because independent research has shown that low-income shoppers make their choice of food on the basis of cost rather than the information available about healthier ways of eating. "Low-income families should not be prevented from enjoying a healthy diet either on the basis of cost or restricted choice."

The survey looked at 30 healthy food items including yoghurt, polyunsaturated margarine, wholemeal bread, lean meat, cod fillets, brown rice, skimmed milk, and pure orange juice in 111 shops throughout Wales.

It found that small shops in rural areas stocked a wider range of these items than small shops in towns but, in general, obtaining all the items would involve visiting more than one shop or even more than one village.

The survey also found high price differentials between large stores such as supermarkets and hypermarkets and small shops.

MP wants to end churches' role in state schools

By Douglas Broom, Education Reporter

A senior Tory backbench MP said yesterday that the Church of England should stop running Anglican state schools after the breakdown of standards at an east London Church comprehensive.

Mr Ivor Stanbrook, MP for Orpington, accused church leaders of hypocrisy in criticising government inner city policies when they were "failing" children in their own urban schools.

His attack comes after the publication last week of a critical report by Her Majesty's Inspectorate of Schools.

Oxford undergraduates have absorbed the values of Thatcherism without gaining any liking for its founder, according to a poll conducted for the Oxford student newspaper *Cherwell*. It found that only a quarter of undergraduates would vote Conservative. Forty one per cent would vote Labour, 21 per cent Green, 10 per cent SLD, 2 per cent SDP and one per cent Nationalist. Two-thirds of the students questioned could not name the Home Secretary.

Education pages 35 and 36.

on the church-run Hackney Free and Parochial School.

The inspectors found that half the lessons were "of the poorest quality" and a fifth of pupils played truant. Discipline, especially among the young pupils, had broken down and examination results were abysmal.

The buildings, which under voluntary aided status, are the church's direct responsibility, were described as "squalid and insanitary" with walls covered in graffiti of "a particularly offensive kind".

Speaking on the BBC Radio Four programme *Sunday, Mr*

Stanbrook said: "This is a Church of England school in an urban area - where they have total control - and the church is to blame for the condition of that school."

The Rev Bill Hurdman, the Rector of Hackney, said a start had been made on restoring the school to health.

School heads were last night urged to take a firmer stand with classroom troublemakers, to protect teachers from assault.

The National Association of Head Teachers said schools should consider suspending pupils who swore at their teachers. In cases of physical assault, suspension should be a automatic.

The association said parents should be brought into school in all cases of serious misbehaviour and in the worst cases heads should not shrink from expelling unruly pupils.

The tough line follows criticism by other teachers' unions that heads were failing to back their staff when pupils got out of hand.

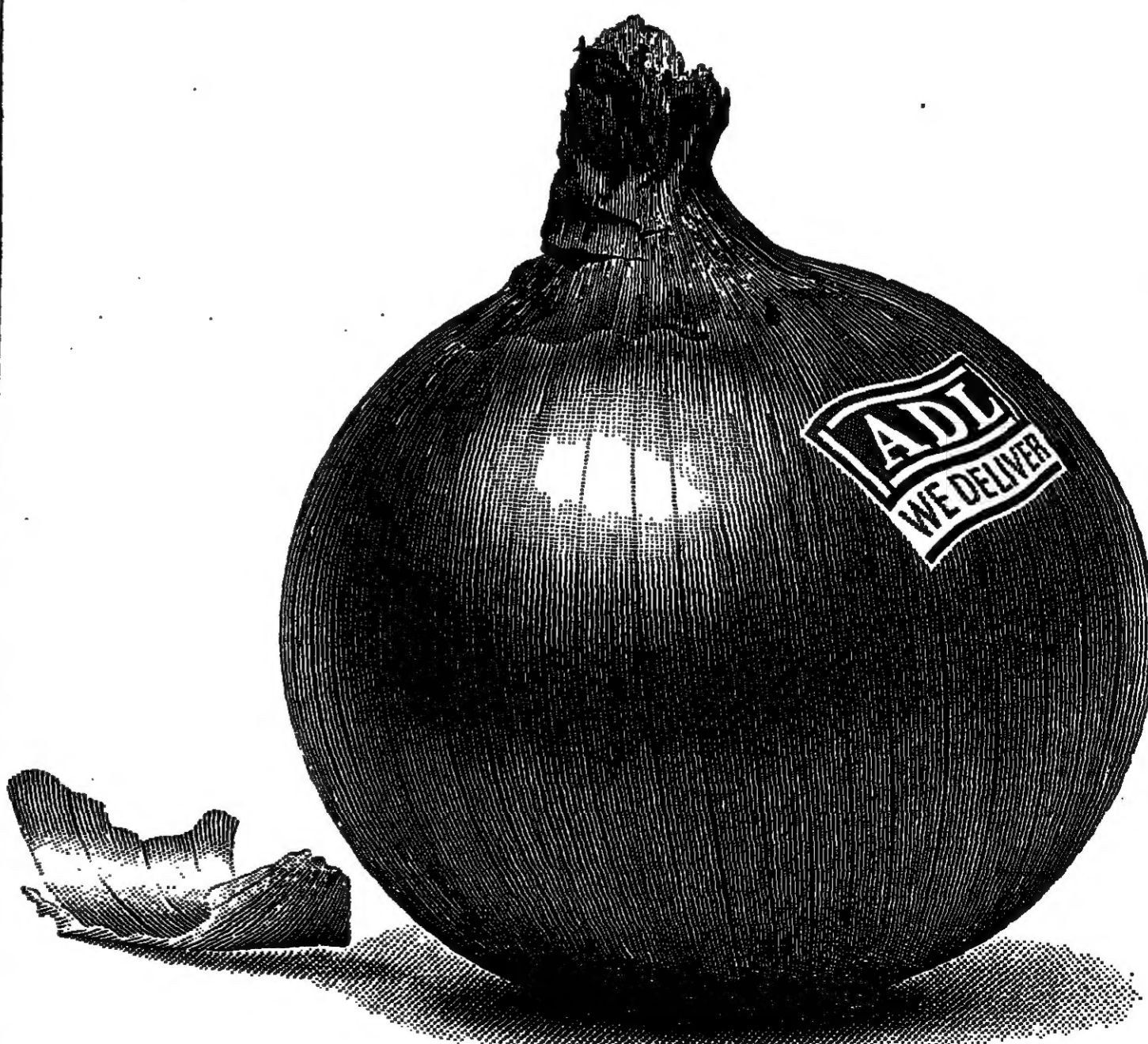
The Government was yesterday accused of precipitating "an unprecedented crisis" in teacher morale by deciding this year's 8.3 per cent rise will be paid in two stages.

The Assistant Masters and Mistresses Association described the move as "provocative" and accused ministers of being "at best complacent and at worst cynical about the quality of the education service".

The association said most teachers would be "significantly worse off" because the real value of the phased rise - 7 per cent in April and the rest in January - would fall below the rate of inflation.

Education, pages 35 and 36

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Coffee-drinking risks Boiled brews 'to be avoided'

By Pearce Wright, Science Editor

Regular coffee drinkers should always have a fresh cup and avoid a stewed or boiled brew, according to Dr Tom Sanders, a leading British nutritionist.

Dr Sanders, of King's College, London, is investigating suggested links between coffee consumption and an increased risk of heart disease and other disorders.

His recommendation coincides with publication of a study of almost 40,000 people showing there may be a link between high coffee consumption and death from heart disease.

The latest findings, published in the *British Medical Journal*, and the largest survey so far, are believed also to be

the first to take account of other factors such as stress and smoking. The new results may, therefore, resolve some of the discrepancies in earlier discoveries.

The study by the Norwegian National Health Screening Service in Oslo, found that levels of cholesterol increased as more coffee was drunk and the death rate rose steadily among men who consumed more than two cups daily.

There were fewer deaths among women and excess risk was found among only those who drank more than seven cups a day.

The study showed that up to 80 per cent of consumers drank their coffee boiled. Dr

Sanders' proposals are contained in a review of research into the link between coffee and increased cholesterol levels published in today's issue of *Chemistry and Industry*.

He says young people seem to be more sensitive to the effects of coffee on the low density lipoprotein, LDL, molecules in cholesterol that are implicated in heart disease.

His research shows there are a number of hormones that can modify the sensitivity of cells of the cardiovascular system to LDL. He describes known substances in the coffee bean which can have similar effects but which are released only slowly if the coffee is boiled or stewed.

NHS managers say ward closures and job losses imminent

By Jill Sherman, Social Services Correspondent

Radical cuts bringing ward closures, reductions in services for the mentally ill and medical and nursing job losses are likely in the next few months, health service managers said yesterday.

Districts are attempting to balance their books before the internal market comes into force in April 1991. The Department of Health's figures show that the Government has underfunded rises awarded by the pay review bodies by £193 million since 1984.

Although Mr Kenneth Clarke, the Secretary of State for Health, said the present cuts were not due to government underfunding, health authorities had to find £35 million extra in 1989/90 to finance the awards.

In addition, health authorities will carry forward £193 million in accumulated underfunding from the past six years into the next financial year.

This year the cash crisis has come six months early because of health service reforms. The Department of Health wants a "level playing field" before the internal market comes into operation, so districts have to clear any debts - estimated at £108 million - by April 1991.

That is the reason for the radical cuts. Those districts carrying over large deficits from previous years - mainly in London - will face the tightest squeeze, but managers said authorities in such areas as the West Midlands and Trent and the North, which suffer under the new system of allocating money, may also have to cut services.

Authorities may have to find an extra £44 million to cover awards for nurses and doctors for 1990/91 and, additionally, money for the two-year ambulance award.

Health service inflation is also expected to run at least 2 per cent over the 5 per cent figure allowed for in the autumn statement for next year.

Districts face three further problems: they will have to carry forward the cost of appeals on the regrading of nurses and underfunded pay awards, estimated at £225 million; land sales are not bringing in the income expected; and, from July, districts face a bill of up to £40 million because of new value-added tax rules.

The National Association of Health Authorities estimates that if inflation runs at 7.4 per cent, districts will start the year with a £150 million shortfall.

With districts including West Lambeth having accumulated deficits of £8.9 million by next April, substantial cuts in services to patients appear inevitable.

Mr Clarke argues that districts in debt have only themselves to blame. He says they should have planned more accurately to match resources to service provision and that they knew in advance how much to plan for pay awards.

In addition, the nurses' regrading exercise had been fully funded. Mismanagement rather than underfunding is the root cause, Mr Clarke says.

However, the association has calculated that districts face government underfunding of at least £760 million this financial year.

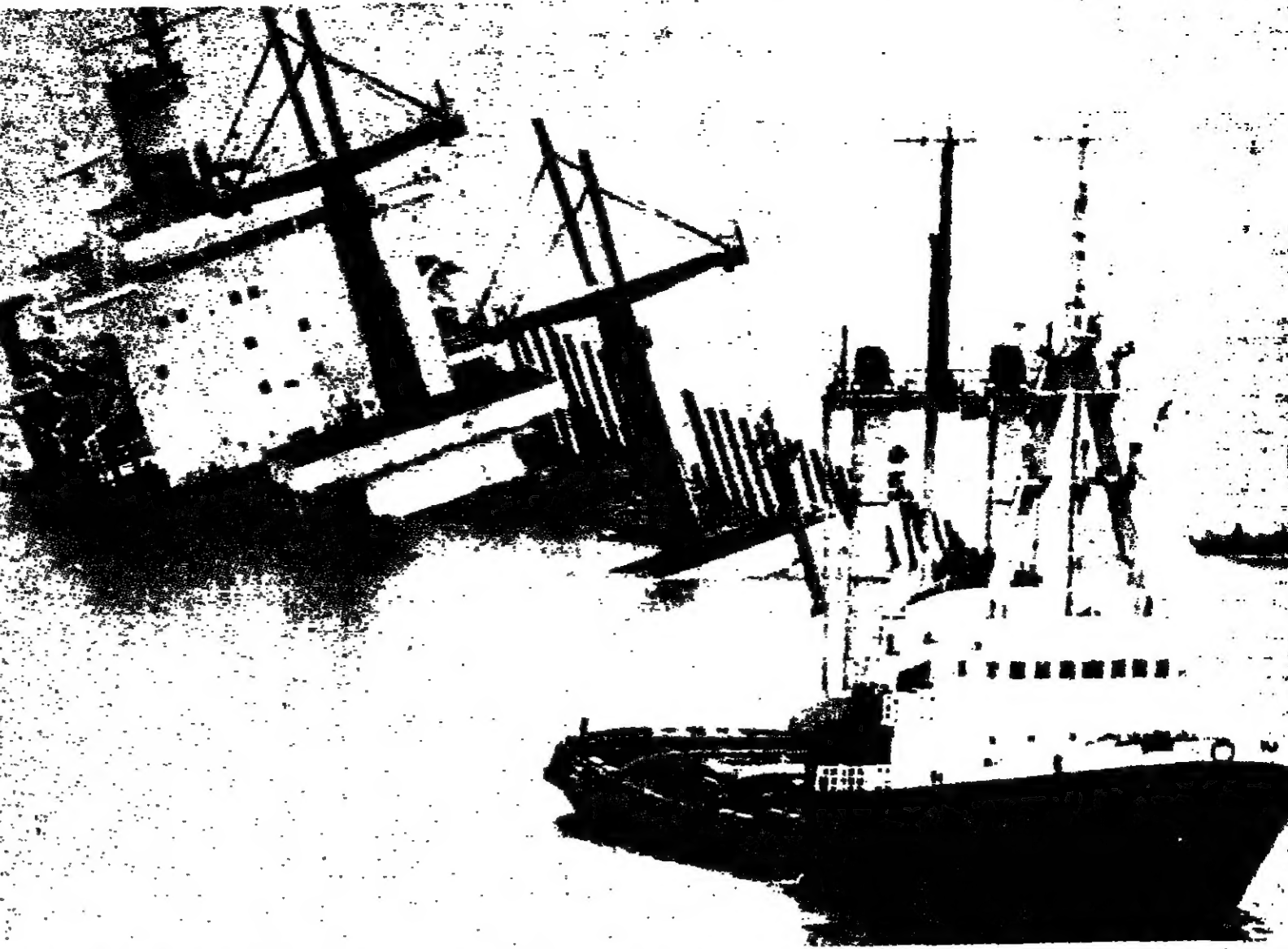
The gap between its figures and Mr Clarke's largely concerns funding for demographic growth. With the projected increase in the numbers of elderly people and the subsequent demand on services, health authorities will have to provide more services, unless they cut those to other age groups.

The association estimates that, together with medical advances, this adds 2 per cent to the health service budget.

Mr Clarke, however, does not acknowledge the 2 per cent. Although he argues that he has, or will, put at least this amount of growth into the health service this year and next, that is assuming a 5 per cent level of inflation.

If inflation runs 2 or 3 per cent higher, all growth is wiped out. The association estimates that the pay and price shortfall for this financial year was £260 million.

Stricken bulk carrier threatens Cornwall coast



The bulk carrier Toledo after being run aground deliberately yesterday at Padmower Beach, near Falmouth, Cornwall, while being towed by the ocean-going tug Simson. The 10,000-tonne, Hong Kong registered vessel, holed in a storm off southern Ireland two weeks ago, was being towed to Falmouth when it was abandoned because pumps could not cope. Conservationists were monitoring the vessel, carrying a cargo of potash that is not thought to be dangerous, because of fears that fuel may leak on to the beach in one of the most beautiful areas of Cornwall. The Toledo was taken in tow after a rescue operation by a Royal Air Force helicopter which flew 240 miles, the limit of its range, off Bantry Bay, on February 21. Later, the tow line broke and the Simson had to chase the Toledo for two days before catching it off the French coast on Friday.

pattern
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response

The poll tax debate: Government faces embarrassment of capping authorities with low levies

Reserves used to keep down charges

Poll tax levies in most of the metropolitan districts, in London and in some shire districts, are being kept artificially low this year by extensive use of town hall financial reserves (David Walker writes).

This fact, hidden in sub-paragraphs of the budgetary documents issued recently, means that without substantial extra government support, many councils will be forced to raise their poll taxes by large amounts in April 1991.

By then reserves will have been exhausted and municipal treasurers will insist poll tax levies match actual expenditure. Some local authority treasurers are saying privately that poll tax levies this year of £400-plus will need to rise to £600 or more next year. The alternative is hefty cuts in spending which the predominantly Labour metropolitan councils and big districts have ruled out.

In the Commons recently Mrs Thatcher castigated councils for "sitting away" poll tax payers' money in their reserves. Some shire districts and county councils have undoubtedly boosted their so-called balances - county councils ran down their reserves in 1989 in advance of the county elections last May.

One reason why solidly Tory councils are levying high poll taxes this year is because treasurers insist they rebuild their balances in case of unforeseen contingencies.

But many more councils are running down their balances this year in an effort to continue spending as they have been without pushing up the poll tax to politically impossible levels.

Local authority treasurers regularly seek to hide cash in special accounts and funds as a reserve against pay rises that exceed budgets. They have been under pressure from councillors to release the money to keep poll tax below the £500 threshold which many Labour councils have adopted as the maximum permissible levy.

Action forced against model councils

By David Walker, Public Administration Correspondent

The Government faces the acute embarrassment of being forced to "cap" a number of councils whose poll tax is less than the officially recommended figure.

One of them is the London Borough of Merton, where the Conservatives are the largest party. Although Merton's poll tax is some 3 per cent less than the figure assumed by the Department of the Environment, the borough could fall within the capping criteria likely to be set by Mr Chris Patten, Secretary of State for the Environment.

By law he has to work on council spending rather than the amounts actually levied in poll tax and Merton is an "overspender" on figures collected by the Chartered Institute of Public Finance and Accountancy. Merton is exceeding its official spending forecast by 17.4 per cent and is spending over 18 per cent per head more than the Government says it needs to provide services.

Mr Patten has yet to announce the detailed capping criteria, but it is likely he will try to impale predominantly Labour-controlled authorities spending significantly more than the Government would like. He may, however, be unable to avoid catching such unlikely fish as Oxfordshire, where no party has an established majority, but which had never previously been counted as an "extremist" overspending council.

Mr Patten will catch mainly Labour councils, but they will include Hounslow, the epitome of moderation and often held up as a model for other boroughs with large ethnic populations. However Hounslow's spending is some 18 per cent above the limits and it is planning to spend 28 per cent more per head on services than the "standard spending assessment" given it by the Government.

According to the Local Government Finance Act 1988, the Government's capping powers relate to aggregate spending by councils, not to the amount they levy in poll tax.

That means in theory that a council could cut its spending in line with orders given it by Mr Patten but adjust its poll tax downwards by

less, or not at all. Because the law rests on spending, there may be no clear relationship between high poll tax levies and councils chosen for capping. Some of the inner London boroughs, for instance, are traditional high spenders which have also been given a comparatively large "standard spending assessment" by the Government.

The Labour-controlled borough of Haringey may escape the cap because, although its poll tax is very high, its expenditure in 1990-91 is likely to be under government limits.

Ruthless watch on spending pays off for the people of Grampian

By Kerry Gill

From the abundant salmon pools of Royal Deeside to the high technology parks of Aberdeen, the people of Grampian are looking forward to the coming financial year when they will see a cut or, at worst, an insignificant increase, in their community charge bills.

Grampian Region is the only area in Scotland which has achieved a drop in poll tax levels for 1990-91 compared to last year.

There are two main reasons for the cut. Grampian has benefited from an increase in the amount of its revenue support grant, and its financial department embarked on a ruthless scrutiny of its spending.

Although savings have been made in administration, the region can boast that services will increase this year, particularly in social work, education, roads and the police. The government safety net, introduced to cushion people in traditionally high-spending areas, saw revenue support for Grampian fall in 1989 while there were increases in such places as Glasgow and Edinburgh.

During the first year of the implementation of the poll tax in Scotland, individuals in Grampian found themselves paying up to £40 effectively to subsidise high-spending councils. While a £25 million cut in the safety net for this year

CHARGES IN SCOTLAND			
	89/90	90/91	
Border Region			
Perth and Kinross	2236	2239	
Angus	2247	2248	
Arbroath	2247	2261	
West Lothian	2248	2250	
Central Region			
Clackmannan	2260	2261	
Falkirk	2261	2262	
Stirling	2261	2267	
Dundee and Galloway Region			
Arbroath	2262.5	2279	
Nithsdale	2248.5	2279	
Stewarton	2245.5	2282	
Wigtown	2245.5	2283	
Highland Region			
Dumfries	2263	2268	
Kirkcaldy	2268	2269	
NE Fife	2260	2242	
Grampian Region			
Aberdeen	2204	2205	
Barry and Banchory	2275.7	2270	
Gordon	2263	2252	
Kinross and Deeside	2261	2235	
Moray	2261	2231	
Highland Region			
Blackrock and Strathpey	2225	2246	
Calneish	2225	2243	
Inverness	2225	2242	
Lochaber	2227	2232	
Nairn	2228	2244	
Ross and Cromarty	2229	2265	
Shire and Lochalsh	2225	2243	
Sutherland	2206	2232	
Lothian Region			
East Lothian	2274	2207	
Edinburgh	2282	2230	
Midlothian	2284	2284	
West Lothian	2289	2287	
Strathclyde Region			
Argyll and Bute	2277	2220	
Renfrewshire	2288	2221	
Midlothian	2287	2243	
Clydebank	2287	2221	
Cummauld and Kilbrannoch	2275	2206	
Don Valley	2275	2207	
Cunninghame	2278	2216	
Dumfries	2288	2234	
East Kilbride	2218	2233	
Eastwood	2282	2220	
Glasgow	2206	2238	
Hamilton	2291	2223	
Inverclyde	2291	2218	
Kilmarnock and Loudoun	2288	2282	
Kyle and Carrick	2208	2232	
Monklands	2293	2236	
North Ayrshire	2205	2218	
North Ayrshire	2205	2218	
Strathclyde	2290	2235	
Tayside Region			
Angus	2293	2201	
Dundee	2294	2236	
Perth and Kinross	2298	2204	
Orkney Isles	2148	2190	
Shetland Isles	2114.1	2127.3	
Western Isles	2171	2198	
Average for Scotland			
	2201	2228	

means higher poll tax increases for Glasgow and Edinburgh, Aberdeen residents will pay £305 - a £1 increase and people in the Kinross and Deeside district will pay £235 instead of £251.

Edinburgh has the highest poll tax in Scotland, £438 against £392 last year. Glasgow residents will pay £338, a £32 increase over 1989-90.

Dr Geoffrey Hadley, convener of Grampian Regional

Minister to hear all-party protest

By Ray Clancy

An all-party deputation from the second smallest metropolitan council in England will today tell Mr David Hunt, the Minister for Local Government, that they are having to set an unrealistically high community charge.

Bury Metropolitan District councillors said yesterday that government underestimates of spending needs will add more than £100 a head to the tax.

The three Labour and two Conservative councillors, led by Mr Brian Smallbridge, the council's finance director, are meeting Mr Hunt in London.

The authority's poll tax will be decided on Thursday but will be close to £376, some £50 higher than Department of Environment estimates.

The councillors will say that Bury is always overlooked when it comes to handing out extras. It is like a league table, we are next to bottom so we never seem to gain," Mr Sam Cohen, a Tory councillor, said.

Savings could be made on the 1990/91 budget but nevertheless Bury still does not get enough money from the Government. We all must look to the example of Wandsworth which has a history of privatisation and has set the lowest poll tax in England," Mr Cohen said.

More than 8,000 poll tax demonstrators marched through the centre of Plymouth on Saturday to collect signatures for a petition to be handed to the Prime Minister at Downing Street later this month.

Police had to delay the start of the march from the Hoe to the Guildhall because more people turned up than had been expected.

can expect a reasonable group of elected councillors to agree to cuts which would have an utterly devastating effect on services," Mr Boden said.

"The difference between what we need to spend to sustain services and what the Government thinks we ought to spend represents over £100 on poll tax."

The Conservative group believes spending can be reduced through efficiency measures and contracting out more services but are aware how unpopular the poll tax is and the repercussions of setting a high charge.

"Bury is always overlooked when it comes to handing out extras. It is like a league table, we are next to bottom so we never seem to gain," Mr Sam Cohen, a Tory councillor, said.

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Zoologist plans to save rare wood duck

A British zoologist is drawing up plans to save the white-winged wood duck, the world's rarest duck (Ruth Gledhill writes).

Dr Andy Green, threatened species research officer at the Wildlife and Wetlands Trust at Slimbridge, Gloucestershire, plans to set up an international network to save the duck, of which fewer than 200 pairs survive in isolated parts of Thailand, India, Bangladesh and Sumatra.

Irish funeral

The funeral of Mr Kevin Fowler and his wife, Marion, who were killed when their car was hit by a train at an unmanned crossing near Ballymena, Co Antrim, was held yesterday. A private funeral was held for Julie Rock, aged 17, a train passenger.

Acid rain cost

Acid rain is ruining some of the best salmon and trout fisheries in Wales, at a cost of £24 million to the Welsh economy, according to a 10-year research study for the Government and the former Welsh Water Authority.

Bond winners

Winners in the weekly National Savings Premium Bond draw are: £100,000, 30DK 806740, of Bedfordshire; £50,000, 005611, of Wirral; £25,000, 31CN 044535, of Inverness-shire.

Hunt arrests

Three members of the Holderness Hunt, east Yorkshire, were arrested and one was charged after a disturbance involving saboteurs at a hunt meeting on Saturday.

Man shot dead

A man was being questioned by the police last night after the shooting death of a man aged 23 at a crowded shopping centre at Folkestone, Kent, on Saturday.

Drink penalty

Eleven pupils have been suspended and one has been expelled for illegal drinking at Althallows school, Sutton, Devon.

School to sell Spencer's Cookham 'Crucifixion'

By John Shaw

Sir Stanley Spencer's last large picture, a crucifixion scene set in Cookham High Street, Berkshire, is being offered at auction by Aldenham School, Hertfordshire, with an estimate of £300,000 to £400,000.

It was commissioned by the school in 1956 but met with outrage on initial show at Cookham Church. But it was accepted and dedicated by the Bishop of St Albans in 1956.

The school, founded in 1597, is selling the 85-square painting to finance capital spending. It will appear at Sotheby's on May 2. Another visionary Spencer painting, "The Resurrection: Walking Up," is being sold at Christie's on Friday.

"They are both major works and probably the best Spencers to appear on the market in

the last 10 years," Miss Susannah Pollen, a modern British picture expert at Sotheby's, said.

The original commission came from Mr Jack Martineau, chairman of the school trustees and a friend and admirer of the artist. A large work was needed to hang over the altar in chapel.

Spencer was working on a number of different projects at the time, but Mr Martineau's son Richard recalls that on a visit to the painter he found a crucifixion sketch pushed in a studio drawer, which prompted him to suggest the subject to his father. Spencer

returned to live in Cookham after the last war.

It was typical of his highly personal religious style that the work was set locally. The hill of Calvary was suggested by a mound of earth left by pipelayers working on drains.

The spectator's viewpoint is from behind Christ's head, allowing Spencer to include people watching the scene from the bedrooms of their homes in the high street.

Mr Michael Higginbottom, headmaster of the school, said: "It was a fantastic picture for the chapel. There is quite a bit of development work to be done here and some of the money will go on that but I hope that in the future we will be able to commission another modern work in the spirit of the original."

Preview, page 22



Spencer's 'Crucifixion': Outrage when first shown

£12m village project shelved

By Mark Souster

Plans to redevelop the Cornish china clay port of Charlestown have been suspended after the developers said the local planning authority had blocked their attempts to "revitalize" the village.

The owners, Mr Barry Williamson and Mr Stephen Lucas, said they had temporarily suspended their £12 million project. They bought the village for £2.5 million in 1988 through their company, Swordhurst.

The news comes five months after Restormel Borough Council deferred a decision on the revised project and invited the developers to resubmit their plans for a third time. So far none has been received.

Charlestown is one of the few remaining unspoilt corners of Cornwall. The granite harbour, cottages, warehouses and quays have remained almost unaltered for the past 200 years.

Mr Williamson said he was disappointed with the attitude of local councillors. "We did everything we were asked to do and then found after hours of work that it was totally ignored."

It seemed to us to be a complete and utter waste of time."

Mr Williamson denied that Charlestown was about to be put back on the market. "The village is not for sale and absolutely nothing is happening. We can do no more so the village will just deteriorate."

Swordhurst wants to build more than 100 neo-Georgian

houses and flats as well as shops and offices on disused industrial sites in the centre of the village. Eight planning applications were considered by Restormel Borough Council last September. Six were agreed in principle but deferred for Swordhurst to scale them down.

Plans for industrial units and offices were considered out of character with a village of only one post office and rejected.

"We are a sleepy port and want it to remain that way," Mr Ian Robertson, principal planning officer, said.

Mr Jeremy Facey of the Charlestown Residents' and Tenants' Association, said: "It was a ridiculous scheme from the start because it was too big."

Patten plans North Sea clean-up in response to critics

By Michael McCarthy, Environment Correspondent

Mr Chris Patten, Secretary of State for the Environment, will today unveil a package of expensive measures to help clean up the North Sea, as the start of a campaign to cast off Britain's reputation as "the dirty man of Europe".

He is expected to announce an end to the large-scale dumping of sludge from treated sewage, a practice that Britain is alone of the North Sea states in continuing, and may also announce the phasing out of the discharge of raw sewage into the sea from coastal pipes.

Ending sewage sludge dumping is likely to cost £300 million. A full package, including building works for treating all raw sewage now going through sea outfalls, would cost £7 billion. Much of the cost would have to be met by higher water bills.

Mr Patten will be attempting to regain the political initiative for the Third North Sea Conference, which takes place at The Hague on Wednesday and Thursday, after increasingly outspoken criticism from other North Sea states about Britain's performance in protecting the marine environment. In the last week the German and

Danish environment ministers as well as Mrs Johanna Mai-Weggen, the Dutch Transport Minister and the North Sea Conference host, have criticized Britain for allegedly falling short of the standards to which member states of the conference have committed themselves.

Mr Patten is understood to be planning a rebuttal of the charges, pointing out that more toxic pollutants enter the North Sea from German rivers than anywhere else.

However, two charges are causing Britain international embarrassment — that of dumping sewage sludge, and of dumping industrial wastes.

Britain has failed to meet the deadline of last December for ending industrial waste dumping which was agreed by Mr Patten's predecessor, Mr Nicholas Ridley, at the Second North Sea Conference in London in 1987.

At present, nine dumping licences are still in operation which allow more than half a million tons of power station fly ash and a quarter of a million tons of liquid chemical wastes to be dumped in the

North Sea each year. It was only 10 days ago that Britain gave a phase-out deadline for the practice — 1993 — and even now it is not sure that the two companies principally involved, ICI and Sterling Organics, can meet it.

More than 25 per cent of the 10 million tons of sludge produced in Britain annually is dumped at sea, with the rest being incinerated, used as fertilizer or buried. Government scientists say there is no proof it harms the marine environment, but the political pressure for it to be ended is now overwhelming.

The Department of the Environment estimates that it would cost about £200 million to build the incinerators necessary to handle the extra load. Last week, the Water Services Association (WSA) said the capital investment necessary would be more than £300 million.

Much more expensive would be a programme to build treatment works for the 17 per cent of British sewage at present being discharged into the sea raw through long or short outfalls. Proposed EC legislation requires this, but the WSA has put a £7 billion price tag on the programme.

CBI plea for sea dumping

Industrial waste disposal at sea should be allowed to continue, the Confederation of British Industry says today in a report on British business and the North Sea (Our Environment Correspondent writes).

The confederation report, *Managing the North Sea*, gives examples of action to reduce pollution already being undertaken by UK companies, including ICI, Tioxide, British Chrome and Chemicals and RTZ Metals.

It also argues for the retention of all disposal routes for wastes, to allow the concept of the "Best Practicable Environmental Option" to be put into practice.

"To allow the concept to be operated effectively, all disposal routes to land, air, rivers and the sea must be kept open," the report says.

ICI has reduced mercury and cadmium inputs into the Tees by 98 per cent since 1970, according to the report.

Tioxide has spent £3 million cutting back its discharge of trace metals into the Tees by 75 per cent since 1985. Copper Pass (RTZ Metals) has spent more than £2.5 million in cutting back on nickel, zinc and tin into the Humber by 97 per cent since 1975.

Managing the North Sea (CBI, Centre Point, 103 New Oxford St, London WC1A 1DU; £5).

Spectrum, page 11

Mussels used for pollution checks

By Pearce Wright, Science Editor

Marine animals are to be used to monitor North Sea pollution because they can provide earlier contamination warnings than chemical analysis of water and sediments.

The first stage of a "mussel watch" project starts this month and will monitor sites along the east coast of Britain. The second stage of the venture funded by the Department of the Environment, will establish biological monitoring stations in deeper waters.

Details of the scheme, developed by the Plymouth Marine Laboratory of the Natural Environment Research Council and the fisheries research laboratories of the Ministry of Agriculture, Fisheries and Food, will be described this week to 70 international scientists meeting at sea on research vessels engaged in an environmental survey of the North Sea.

Dr John Widdows, of the Plymouth Marine Laboratory, said yesterday that fewer than 1 per cent of the 50,000 contaminants estimated to be present in the marine environment were identified in chemical analyses, yet many posed a serious threat to marine life survival.

The laboratory will use mussels and oysters to monitor estuaries and coastal waters, flautish to check sediments and dog fish and cod to show the state of deeper

waters. Dr Widdows said regular monitoring of mussel populations down the East coast should show pollution hot spots.

Mussels and oysters are good chemical monitors because they filter large volumes of water to obtain food and have different biological responses to various pollutants.

The scientists have chosen shellfish beds in the Shetlands — washed by yet-to-be polluted water entering the North Sea from the Atlantic — as the prime sites against which the health of those further south will be compared.

Mussels neutralize toxic effects of metals picked up from filter feeding, but they remain in their tissues and can be analysed to separate natural from man-made contaminants. Organic chemicals which comprise the bulk of the 50,000 contaminants are the most difficult to identify.

Dr Widdows said "crude oil contains several thousand of them. Many have subtle effects on the development and growth of marine life. Some degrade in a few days in the sea, others take years."

Organic compounds absorbed through the food chain may be metabolized into a more toxic compound.

Computer systems are being developed to predict dispersal rates and breakdown of other contaminants in estuaries.

Style is sporty as Milan gets down to business



Autumn offerings: Valentino Oliver's layered and leggy look on show yesterday in Milan with red tartan quilted jacket worn over tartan shorts and warm ribbed tights, or the more slinky silver lurex cable cardigan over a gum-metal taffeta short skirt.

Bo-Peep and Batman, clowns and Renaissance jesters supplied the street fashion parade on the first day of the Italian collections.

The Milanese took to the streets over the weekend for a three-day carnival. Inside on the designer catwalks, however, it was clear that when it comes to fashion the Italians mean business. Fancy dress is *finito*.

With a combined annual turnover of 500,000 billion lire, the 110 members of the Camera Nazionale della Moda, the Italian trade syndicate of textile and clothing manufacturers showing in Milan this week, are dealing only in straight parades of the real clothes that will fill the world's stores this autumn.

Valentino opened the schedule of shows and established the mood for comfortable, sportier styles with a show of his lower-priced Oliver line in the courtyard of his Milan palazzo. The parka, blouson and duffle-coat are the basics of a fashionable wardrobe in the 1990s because Valentino and the other top international design stars are showing how they can become high fashion.

In turtan and tweed or padded silk and satin, Valentino's new jacket is cut on a voluminous scale and worn barely skimming the brief skirt or shorts underneath.

Trousers are tapered and leggings are the fashionable base in this and every other collection seen over the weekend.

● A full report of the Milan collections will appear on the Fashion Page tomorrow.

Breached sea wall turns wheat field into a lake

By Michael Hornsby, Agriculture Correspondent

Mr Alec Douglas, who farms 330 acres near Rye, in East Sussex, has been counting the cost of what he believes has been a government failure to maintain the sea wall in the area.

A week ago a storm-driven high tide broke through the defences, leaving 90 low-lying acres of winter wheat under several feet of salt water. The water is receding only slowly through culverts into the nearby Rother and the crop has been ruined.

"Once the water has gone down, I will have to get a salinity analysis done. Hopefully, the salt will have

washed out of the soil enough to allow me to plant some oilseed rape, which is a tougher crop, in the spring," Mr Douglas says. "I would have been looking for a wheat harvest of about 300 tons, worth some £35,000."

The wall, concrete for most of its length between Pett Levels and Rye Harbour, was breached where it is made of shingle. "It seems that money ran out while the wall was being built in the 1950s, leaving one mile unfinished," he says. "The shingle bank is about 4ft to 5ft lower than the rest of the wall, and part of it just melted and collapsed like a sandcastle when the sea broke over it."

"There is nervousness all the way


up the east coast about the security of sea walls. Romney Marsh, some 62,000 acres, is at risk from sea invasion."

Mr Douglas's concern is supported by the Country Landowners Association (CLA), which is pressing the Government to relax restraints on sea defence spending.

Mr Alan Longworth, the association's water adviser, said: "We are particularly worried about sea walls which protect rural land because if they are breached it is unlikely that the Government's strict cost-benefit rules would allow them to be rebuilt." Under the Treasury rules, the financial benefit from protecting land

and property must at least equal the cost of flood defence schemes. The CLA believes on that basis, much good coastal agricultural land may be deemed not worth saving because it is surplus to food needs.

The Ministry of Agriculture, Fisheries and Food said that the Government's contribution to flood defence and coastal protection work would rise from £36 million in 1989-90 to £54 million in 1992-93. At present, the Government could meet only 70 per cent of the cost of individual projects, leaving the local authorities to meet the balance out of their own budgets. That limit would be raised to 85 per cent by 1992-93.




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CENTRAL

Whitehall Brief

Inland Revenue policy raises taxing questions

Why has the Government set its face so adamantly against using the Inland Revenue to secure the repayment of student loans when both informed and lay opinion clearly think the taxman could do the small amount of extra work involved with ease?

The answer is, it hasn't. The Department of Education's draft rubric for its Student Loans Company envisages the chasers-up of recalcitrant payers having access to Inland Revenue data. But still Mr John MacGregor, Secretary of State for Education and Science, avers there are insuperable obstacles to including the revenue in his loans scheme.

Is the answer that the Inland Revenue does not want the extra work or is it that the Treasury will resist all "hypothecated" taxes (which is what a graduate tax would be)? Those who are dissatisfied with Mr MacGregor's responses will turn in vain to the latest Inland Revenue Management Plan for an answer.

For student loans and the possible role of the Inland Revenue in council finances and all that belong in the black box of policy. The document, a fine example of new managerial literature, will tell those taxpayers who care to peruse it how much tax collection costs, how productive tax inspectors are and how the latest computer scheme is progressing. But crucial questions like "why?" and "isn't there a different way?" — well, those are policy matters left to ministers, and the confidential advice of officials.

What we know is that policy is going to cost more, whatever it might be. The policy, legislative and legal functions of the Inland Revenue will rise from a cost this year of just over £23 million to £30.5 million by the end of 1992-93.

What, you might ask, is all this new tax policy? The management plan is not explicit, beyond mentioning the effects of overseas tax systems on business. What is certain, the revenue says, is that the "complexity" of legal and legislative work will increase.

Now that is a prediction of a kind which ought to set alarm bells ringing at the Adam Smith Institute: wasn't the Government supposed to be simplifying taxes and reducing the burden on business? The burden on some businesses might increase: the revenue is seeking to put the responsibilities for aspects of the tax system on firms (which do, after all, employ accountants and lawyers) rather than with ordinary taxpayers (which is what has happened with PAYE and mortgage interest tax relief in the past).

Meanwhile the total staff employed by the Inland Revenue is expected to remain buoyant, certainly not to drop. The reason is that the number of some types of taxpayer, like the self-employed, is rising, making tax administration (under current laws) more complicated. Another is tax

"drift" — that sleight of hand through which inflation pushes more and more people into upper tax brackets, and increases the cost of dealing with their tax affairs.

If this sounds critical of the revenue, remember that only by setting out its figures can the revenue be asked the right questions in order to account for its policies and operations. For in what other department is there such a full rendering of the official numbers? Which other department would openly admit to the lack of benefits of our relatively high rates of inflation?

Yet the Revenue's greater openness breeds bigger questions, like why is the cost of the tax system increasing? Its efforts to be kind to its "customers" begs other questions, too: why don't the revenue's inspectors and tax advisers assist the public in minimizing their liability to tax? It would be a fine day when you could go to the taxman for active rather than merely neutral advice on how to manage income.

On present evidence, no entrepreneur is ever likely to be set to care for and maintain the taxes acts. Sir Anthony Battishill, chairman of the Board of Inland Revenue, is a stolid character, but he has moved with the times, and laid his administrative stall out for public inspection. At the very least the average taxpayer now has a pretty good idea of what some of the earned income that disappears into the maw of PAYE is spent on.

David Walker

Bitter Contras bar way to smooth Managua handover

From Charles Bremner
Managua

A week after the United States-sponsored opposition defeated the Sandinista Government in Nicaragua's elections, the euphoria in Washington and Managua is giving way to fears that, even after the handover of power, the country's two armies may keep on fighting.

All weekend, as Señora Violeta Chamorro, the President-elect, appealed to exiles to come home, diplomats, churchmen and officials in the incoming government sought to persuade leaders of the Contra rebel army to lay down their arms immediately.

Señora Chamorro has told the Contras that she sees no role for them in her new administration. The Contra commanders are incensed that she has failed to respond to two letters sent to her late in the week by Señor Israel Galeano, the Contra commander who also uses the nom de guerre Comandante Franklin.

Some 3,000 Contra guerrillas are still operating in the Nicaraguan hills, staging

ambushes and killing civilians. Mr Harry Shulman, a US special envoy, was dispatched by President Bush to Honduras, where the rebel force is based, on Saturday to convey what diplomats said was a simple message: "The battle has been won and there is nothing to negotiate except the procedure for demobilizing."

In Managua, one of a handful of Contra commanders who returned before the elections said they were pessimistic. "There is a lot of hatred," said Señor Luis Fleury, who fought under the name of Comandante Johnson. "No one wants to lay down their guns because they could face reprisals."

Visitors to the Contra bases in Honduras have reported a mood of defiance. "These guys think they have won and they think they have something to negotiate," said one source in the United Nations team trying to supervise the transition. "Some of them think they can take over the Sandinista Army and turn it into a Contra army."

There is no love lost between the battle-hardened field commanders and the

civilian politicians in Managua, several of whom belonged to the rebel political directorate that was based in Miami and dissolved a year ago.

The fighters are bitter that Señora Chamorro gave them no credit for bringing about the collapse of Sandinista power and feel betrayed by the Americans who created them as a proxy army.

"We know that no one wants us, that we are a cancer, but they had better handle us with care," said Señor Galeano. As well as guarantees of security, the commanders are seeking heavy compensation. Señor Fleury, who served as the Contras' financial officer, suggested that the US provide about \$100 million (\$60 million) to resettle the 10,000 fighters and their 50,000 or so family members. Washington, which stopped providing "non-lethal" aid last week, is unlikely to come up with more than a fraction of that figure.

The insurgents, set up eight years ago under the guidance of the Central Intelligence Agency, say they will only stop fighting once they are convinced that the Sandinistas will relinquish

power, including control of the Sandinista Army. "We do not trust the Sandinistas," said Comandante Galeano, who took command last month along with a group of militant young comrades. "They are capable of delivering the government but not the power of the arms to the winners of the elections."

Under Señor Galeano and his new staff, the Contras are effectively operating as an independent army, answerable only to themselves.

"Inventing the Contras was the easy part," said a senior official of the Sandinista Government. "It is beginning to look like the Americans created a monster that they cannot control."

The Sandinistas are furious that the Contras have broken the terms of the Central American Peace plan under which they were required to disband in return for the holding of open elections in Nicaragua.

President Ortega and his brother Humberto, the Defence Minister, see the continued existence of the Contras as an obstacle to the handover of power on

April 25. The rebels' refusal to disarm has contributed to a stalemate in negotiations between Señora Chamorro's team and the Sandinistas insisting that the new government will have no constitutional power to dismantle the command of the Sandinista Army, a 70,000-strong force whose officers are sworn to "defend the revolution".

Taking a cynical view, some sources in the UNO, the coalition group round Señora Chamorro, believe that the Contras and the Sandinistas, who have killed over 30,000 Nicaraguans in their long guerrilla war, now share an unholy mutual dependence. The Contras, they say, provide the Sandinista Army with a pretext for rejecting any change from revolutionary to democratic army.

The Sandinistas say they are genuinely afraid that the Contras, intoxicated by what they see as their triumph, will stage mass reprisals. Señor Tomás Borge, the hardline Interior Minister and chief of the powerful police and security apparatus, has told friends that the former

government members will have to defend themselves against vengeance attacks "using all means necessary".

On their side, the Contras say they fear attacks at the hands of well-armed Sandinista militants. Tens of thousands of AK-47 rifles have been distributed to citizens over the past 10 years.

Sandinista militants, furious at what they see to be the betrayal of their cause, have vowed to resist change with arms.

"Arms of war are being distributed among fanatics of the Sandinista party, endangering social stability in our country," UNO said in a formal statement on Friday.

While some sections in the US Administration have indicated that they favour keeping the Contras armed as a guarantee until the Sandinistas step down, diplomats in Managua insist that the force immediately be disbanded. Among plans being discussed is the idea of a half-way demobilization. Under this, the Contras could hand over their weapons to a neutral party, pending the handover, while reserving the right to re-form.

Likud revolt grows as deadline nears on US peace plan

From Richard Owen, Jerusalem

The debate within the Likud Party led by Mr Yitzhak Shamir, the Prime Minister, yesterday reached a new pitch as the hour of decision over Israel's fateful choice in the Middle East peace process loomed nearer.

According to the Israeli newspaper *Haaretz*, Washington wants to convene the Israeli-Palestinian dialogue in Cairo on April 2. Right-wing rebels in Likud stopped up their revolt as Mr Shamir indicated he was willing to accept most, if not all, of the points in a US-sponsored plan for Israeli-Palestinian talks.

Likud ministers, who held a stormy session at the weekend, are to meet again today to make a "final" choice. This follows an inconclusive session yesterday of the "Forum of Four" of top ministers from the coalition partners Likud and Labour, Mr Shamir and Mr Moshe Arens, the Foreign Minister, for Likud, and Mr Shimon Peres, the Finance Minister, and Mr Yitzhak Rabin, the Defence Minister, for Labour.

Labour said its ultimatum to Likud to accept the US proposals by Wednesday still stood and Mr Peres refused to give assurances that Labour would not try to form a coalition with smaller parties to achieve a peace settlement if there was still stalemate in the coalition then.

Mr Rabin, whose support for Labour's threat to withdraw from the coalition helped to bring about the present crisis, yesterday appealed for "calm and wisdom" at a time when Israel's very survival was at stake. In remarks which could be taken as indicating his willingness to let Mr Shamir off the hook if the final day or two of debate threatened to break Likud apart completely, Mr Rabin said the coalition had to "choose its course wisely".

Israel must not fall into a trap set by its enemies, Mr Rabin said, adding that safeguarding lives was more important than Israel's public relations image.

"We have no intention of

giving up strategic assets won at such heavy cost merely for the sake of pleasing foreigners," Mr Rabin said.

His remark was an apparent reference to a threat by Mr James Baker, US Secretary of State and author of the peace talks plan, to withhold \$400 million (\$240 million) in guaranteed loans for the absorption of new immigrants unless Israel provided assurances that the money would not be used to build new settlements in the occupied territories to house Soviet Jews.

In a bid to ease US-Israeli tensions and thus increase Mr Shamir's margin for manoeuvre, the US State Department moderated its language over Mr Baker's threat at the weekend. None the less, US diplomats said that Washington's threat still held, and



Mr Rabin: Appeal for calm and wisdom at crucial time. The Israeli assurances were still required. Mr Rabin himself said that Israel must not "miss this chance for peace" and should accept the US proposals for Israeli-Palestinian talks in Cairo on elections in the occupied territories.

Under the Baker plan, the Palestinian negotiating team would include at least one Palestinian deported from the West Bank or Gaza, as well as one or more residents of the occupied territories "who has a second home or business in Jerusalem".

This last issue proved explosive yesterday, with many Likud ministers arguing that such a delegation would be under the control of the

Palestine Liberation Organization and would lead to a Palestinian state. Sources said that Mr Shamir had tried to assure Likud rebels that Israel would still retain the right to disqualify any proposed Palestinian whom it regarded as "terrorist".

The Likud rebels are led by Mr David Levy, the Deputy Prime Minister, with Mr Ariel Sharon, who resigned from the Cabinet two weeks ago, leading the campaign against the US peace plan from outside the Government. Mr Levy said yesterday that Likud ministers would be "fooling themselves" if they believed the Baker plan was acceptable.

But Mr Peres insisted that Israel must give a "clear-cut and precise" answer to Washington by Wednesday. Asked whether east Jerusalem Arabs had the right to take part in either the Palestinian negotiating team or subsequent elections, Mr Peres replied: "What are we going to do otherwise—annex them?"

Some right-wingers in Likud yesterday gave a resounding "yes" to the rhetorical question. Jewish settlers' leaders in the West Bank and Gaza echoed this, warning that they would stage massive protests and marches in the next few days to prevent any Israeli withdrawal from the occupied territories as part of a future peace package.

Mr Uri Ariel, leader of the 70,000 settlers, warned that the planned Cairo talks would not be "just another step" but the beginning of the road to a new state of Palestine.

General Matan Vilnai, the head of Army Southern Command, said it was doubtful whether an Israel reduced to its pre-1967 borders would be able to defend itself effectively against an armed Palestinian state next door. But diplomats said negotiations on such a state lay far in the future.

Four thousand Arabs living inside Israel proper have signed a petition calling on the Soviet Union to stop Jewish emigration to Israel, claiming that the influx would damage the Arab sector inside Israel.

PLO attacks 'provocation'

From Richard Owen, Jerusalem

This dispatch was compiled under the new censorship restrictions imposed by Israel on all reporting about Soviet immigration.

Israel yesterday defended its decision to censor news relating to Soviet immigration and said the move was to protect Russian immigrants against attacks by Arab extremists.

Mr Avi Pazner, media adviser to Mr Yitzhak Shamir, the Israeli Prime Minister, said there had been "a number of threats by terrorist organizations, Palestinian and otherwise, to strike at immigrants".

As he spoke, Mr Mahmoud Abbas, a member of the Palestine Liberation Organization executive committee, was quoted as saying that the settlement of Soviet Jews in the occupied territories was a "provocation" which was bound to have an impact on Palestinian Arabs in the West Bank and Gaza. He told an

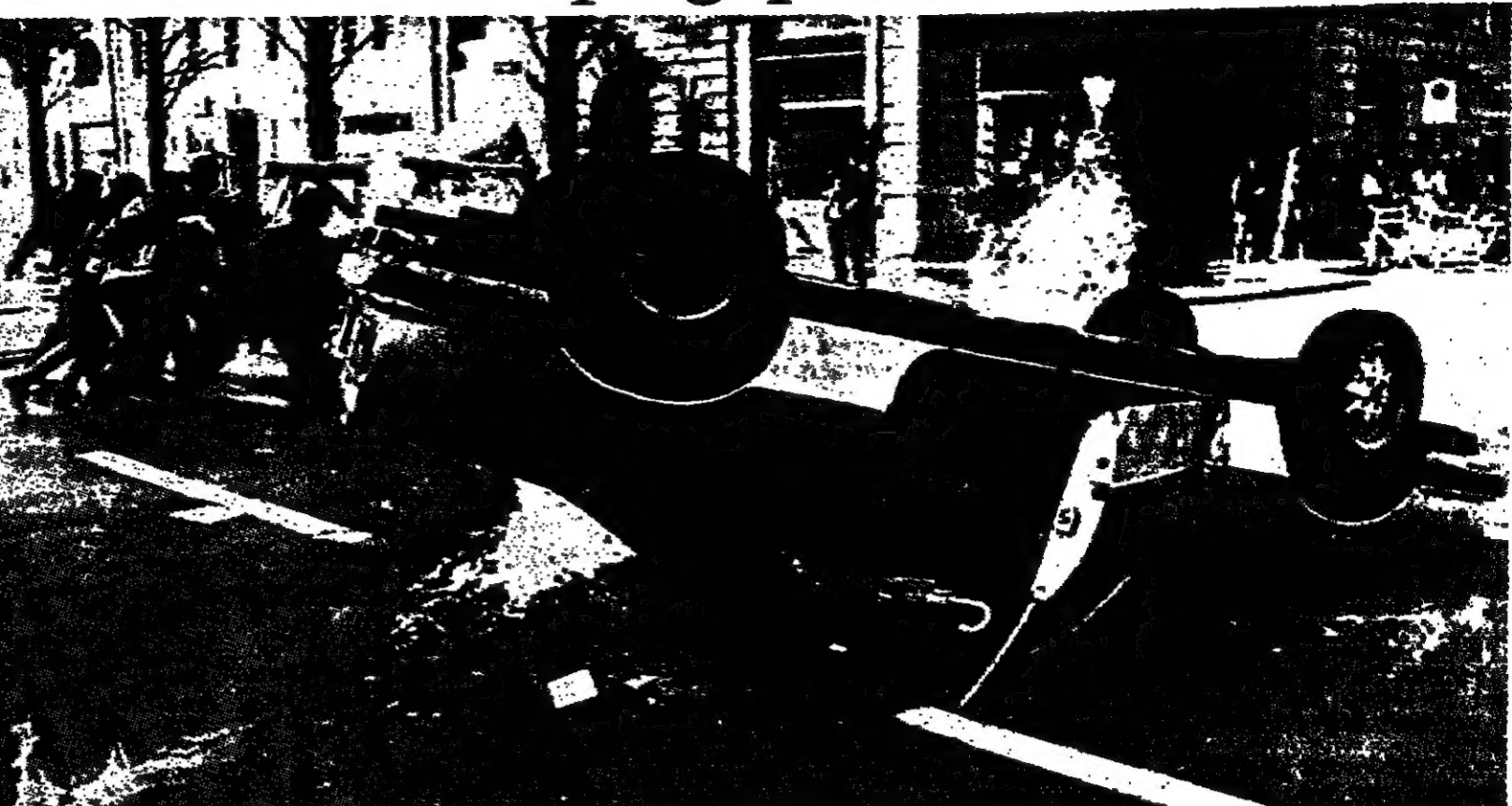
Arabic newspaper in London: "Nobody can guarantee the results of this provocation when a Palestinian sees with his own eyes a person coming from Leningrad or Kiev to throw him out of his home just because he is a Jew."

The Israeli authorities say that under 1 per cent of Soviet Jews who have poured into Israel since the beginning of the year have gone to the West Bank or Gaza, but Jewish settler groups are making strenuous efforts to attract Russian arrivals to the occupied territories.

Moreover, some Russian immigrants have settled in the Jewish suburbs of Jerusalem in areas which were annexed by Israel after the 1967 six-day war but are regarded by the international community as "occupied".

Mr Pazner said the censorship was intended to cover the number of Soviet immigrants coming to Israel, the routes they took, their means of travel and the names of those involved in organising the exodus.

Swiss 'anti-snooping' protest turns violent



Protesters setting fire to cars outside the Swiss Parliament in Bern on Saturday after a 30,000-strong peaceful demonstration against state surveillance of citizens ended in chaos. About 200 demonstrators smashed windows of shops and government offices and set fire to banks and several cars (Alan McGregor writes from Geneva).

The Justice Ministry was broken into by hooded demonstrators who removed documents, including files

relating to political asylum seekers.

Riot police retaliated with tear gas, water cannon and rubber bullets. Ten policemen and several demonstrators were injured, one seriously. The open-air meeting in the Bundeshaus square, which had been packed with 35,000 people, had been officially authorized. Protesters, both elderly and young, came from all over the country. The meeting was organized by Socialists, Greens and middle-of-the-road independents, who have set up a

committee campaigning under the slogan "Stop State Snooping". This expresses public resentment after the disclosure that about 500,000 names are on a federal police file, many containing inconsequential details unrelated to any security consideration. Police kept records on many people who had simply exercised their democratic right of free speech, a parliamentary commission found. The information came from the published report of the commission that investi-

gated the "Kopp affair", namely the circumstances under which Mrs Elisabeth Kopp, a former Minister of Justice, tipped off her husband, a Zurich business lawyer, that the concern of which he was vice-president was suspected of laundering drugs money. Last month she was acquitted of breaching professional secrecy, but the enterprise in the subject of an official investigation which may be taken up by a parliamentary commission.

US-Japan trade talks

Bush wins deficit pledge

From Susan Elliott, Washington

Talks at the weekend between President Bush and Mr Toshiki Kaifu, the Japanese Prime Minister, ended with a pledge to resolve the trade tensions which have soured relations in recent months.

While producing no specific trade agreements, the fact that the talks were arranged at very short notice underlined the importance the Bush Administration attaches to trade ties with Japan.

The two leaders met for three and a half hours at a country club in Palm Springs, California. Both men are anxious to avoid a series of US sanctions against Japanese imports which Congress is to apply over the next three months unless Washington wins significant trade concessions from Tokyo.

President Bush invited Mr Kaifu last week by telephone only hours after US-Japan trade talks in Tokyo ended on an acrimonious note. The US leader said afterwards he was pleased with the talks. Both men pledged to work towards trimming America's \$49 billion (\$32.6 billion) annual trade deficit with Japan.

The two men also agreed to co-operate on a range of other global issues, including anti-drug efforts and support for fledgling democratic governments in Central America and Eastern Europe.

Mr Kaifu, who was due to

answer questions in the Diet, or Parliament, today on his meeting with President Bush, said he was "determined" to make structural reforms in Japan a top priority for his Cabinet. Both Japan and the US have charged each other with stalling on attempts to correct the trade imbalance.

Washington wants Japan to open its markets further to imports, especially US lumber, satellites and superconductors, while the Japanese have repeatedly called on the US to cut its budget deficit as a way of increasing its economic competitiveness.

Relations have also declined as both nations, which together are responsible for more than one-third of the world's economic output, have blamed a lack of trade progress on cultural differences.

In certain quarters of Capitol Hill, suspicion about Japan's intentions to make substantial changes in its ways of conducting business have led to a wave of "Japan-bashing" among members of Congress eager to impose trade restrictions.

Mr Bush took with him to California senior Administration officials, including Mrs Carla Hills, the US Trade Representative, Mr Nicholas Baker, his Treasury Secretary, Mr Robert Mosbacher, his

Commerce Secretary, and Mr James Baker, the Secretary of State. Mr Kaifu was accompanied by his Foreign Minister, Mr Taro Nakayama.

For each leader's domestic purposes, the meeting appeared to be a success. Mr Kaifu, who was re-elected two weeks ago, won credibility for receiving the invitation to visit Palm Springs from the US President and looked set to be able to convey the impression he was working for the benefit of Japan and not simply bowing to US pressure.

The White House had sought to fend off criticism from Congress that it was placing insufficient pressure on Tokyo to acknowledge that Japan's traditional business methods are responsible for inequity in bilateral trade.

Mr Bush described his meeting with Mr Kaifu as "an opportunity to come together and take stock of the entire range of our dealings", including discussions on international aid and co-operation on defence. Both mentioned the tension in their bilateral economic relations but emphasized their commitment to improve ties.

Mr Bush, addressing Japanese concerns about protectionism, said he wanted to lower the US trade deficit by further boosting exports and not by "restricting our markets or managing trade".

WORLD ROUNDUP

Vatican emissary holds Beirut talks

Beirut — A Vatican emissary was said to have arrived secretly in Beirut yesterday to warn warring Syrian leaders that further violence would lead inevitably to Syrian military intervention to halt the month-old conflict (Juan Carlos Gmucio writes). Political sources identified the envoy as Mr Alberto Sozzi and said he was holding separate talks with General Michel Aoun, the rebellious commander of the army in east Beirut, and Mr Samir Geagea, leader of the Phalangist "Lebanese Forces" militia.

Last night neither side had official comment on Mr Sozzi's mission, but it became clear that the Vatican is trying to avoid at all costs any Syrian action inside the Christian enclave. But as the new mediation was believed to be under way, sporadic battles in east Beirut marred the ceasefire proclaimed on Saturday.

Clash in Philippines

Manila — A general and 15 others were killed in fighting yesterday between followers of the rebel leader and former colonel, Mr Rodolfo Aguinaldo, and forces loyal to President Aquino's Government in the northern province of Cagayan (Vyvyan Tenorio writes). Brigadier-General Oscar Florendo was shot dead at close range by rebels during a government assault on guerrillas in a hotel in Cagayan's capital of Tuguegarao. Mr Aguinaldo, governor of Cagayan, who was suspended because he supported the coup attempt in December, escaped with some of his troops. However, 212 of his followers had surrendered by last night.

Jail term for incest

Paris — A father of six children has been sentenced to 14 years imprisonment at the end of the first incest trial to be held without reporting restrictions in France (Susan MacDonald writes). The shocking details which emerged daily in court in Clermont, south-western France, last week were due to the victim's wish that what she suffered be made public. Because of an earlier eight-year sentence overturned for technical reasons, it was the third time in three years that Rachel Bonnemazon, now aged 24, had stood in the witness box to re-live her eight-year ordeal at the hands of her father. From the age of 13, she suffered five pregnancies resulting in three abandoned babies and two abortions, beatings and a gunshot wound inflicted by her father.

Mongolia reform call

Peking — Mongolia's opposition yesterday held its biggest demonstration yet, calling for the resignation of some members of the parliament, or *Hural*, and for the Communist Party to hold an emergency meeting by the end of the month (Catherine Sampson writes). Some demonstrators threatened a hunger strike unless their demands were met, according to one witness. Some 20,000 people gathered yesterday in central Ulan Bator to take part in a rally organized by the Mongolian Democratic Party and two new organizations, the New Progressive Union and the Union of Mongolian Students. Their statement called for changes in the Central Committee and for a separation of the functions of party and state bodies.

Reshuffle in Tunisia

Tunis — Mr Chedi Neffati, Tunisia's Interior Minister, has been downgraded in a Cabinet reshuffle by President Zine Ben Ali (A Correspondent writes). Dr Hamed Karoui, the Prime Minister, appointed last September, stayed in his job but Mr Neffati was demoted to the Justice Ministry — after criticism of the way his ministry failed to cope with massive floods in January. His place has been taken by Mr Khelil, the governor of the Central Bank, replaces Mr Eschikh.

Vintage row ferments over formula to find a classic

From James Bone
New York

All that sniffing, swilling, swooshing and spitting by wine-tasters could soon be a thing of the past.

Professor Orley Ashenfelter, a Princeton University economist and publisher of a newsletter called *Liquid Assets* has devised a mathematical formula for predicting the quality of French red wine vintages.

This heresy has caused uproar in the clubby world of wine-rating by suggesting that, in the future, palates will be replaced by personal computers.

"Ludicrous and absurd" is how the idea was described by Robert Parker, America's most influential wine critic. Professor Ashenfelter's formula is based on the theory that

wine vintages, just like labour economics, is his field of expertise, yield to statistical analysis.

The inspiration for his work came from M Bruno Prats, owner of the Chateau Clos d'Estouren in the St-Estephe M Prats charted both the average temperature during the growing season and rainfall during the harvest months in an effort to make systematic comparisons between vintages.

The Princeton economist added data for winter rainfall, and measured the statistical relationship between these factors and the most objective gauge of quality he could find: the auction price of some 80 wines.

His "multivariate regression analysis" came up with a simple formula: calculate the winter rain and the harvest rain (in mil-

limes); add summer heat in the vineyard (degrees Centigrade); and subtract 12.145.

According to the calculation, heavy rains in the winter followed by a hot summer improve the vintage, while rainfall before the harvest harms it.

The formula yields a remarkably snug statistical fit with conventional wisdom about Burgundy — as well as Bordeaux — vintages between 1952 and 1980.

The test will come, however, when younger vintages come of age. Vintage red wines in France spend 18 to 24 months in oak casks before being set aside to age in bottles, and it is only years after the harvest that they can be judged by taste with any accuracy.

In 1967, for instance, the leading wine writer, André Simon, predicted that the 1965 Bordeaux would be one of the finest. But the 1965s turned out to be weak and acidic and now sell for just a fraction of the price of better vintages.

Even so, tastes from the barrel are crucial to determining the prices of wine futures, which are sold the year after the harvest. It is here that Professor Ashenfelter's system may prove its merit. Although his evaluation accords with that of the traditionalists for most vintages, there is a key difference of opinion about the 1986 Bordeaux.

Mr Parker, whose magazine *The Wine Advocate* has a circulation of some 27,000 — compared with *Liquid Assets'* readership of 600 — judges the 1986 Bordeaux to be "very good and sometimes exceptional", as do other wine experts. Wine merchants already price the

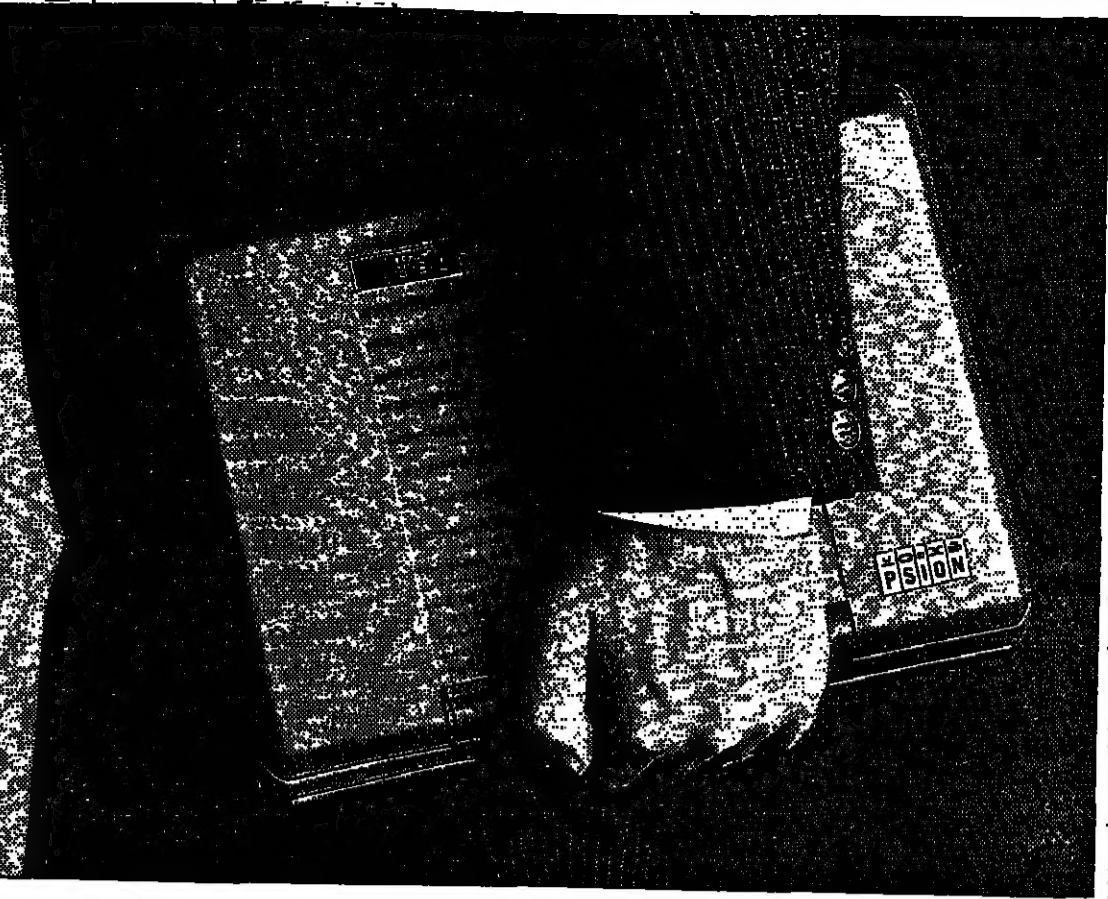
wine at the same levels as the much-praised 1985 vintage. But according to Professor Ashenfelter's system, the 1986 Bordeaux is doomed to mediocrity by below-average growing season temperatures and above-average harvest rainfall.

He predicts that it will go down in history as perhaps the worst vintage of the 1980s — no better than the unremarkable 1974s or 1969s.

A still greater test case, which could make or break Professor Ashenfelter's system, is last year's Bordeaux. Although these wines are barely three months old, Professor Ashenfelter is predicting that, because of the hottest growing season in memory, combined with a very dry harvest, the 1989 Bordeaux will outdo the great vintage of 1961 to become the best of the century.

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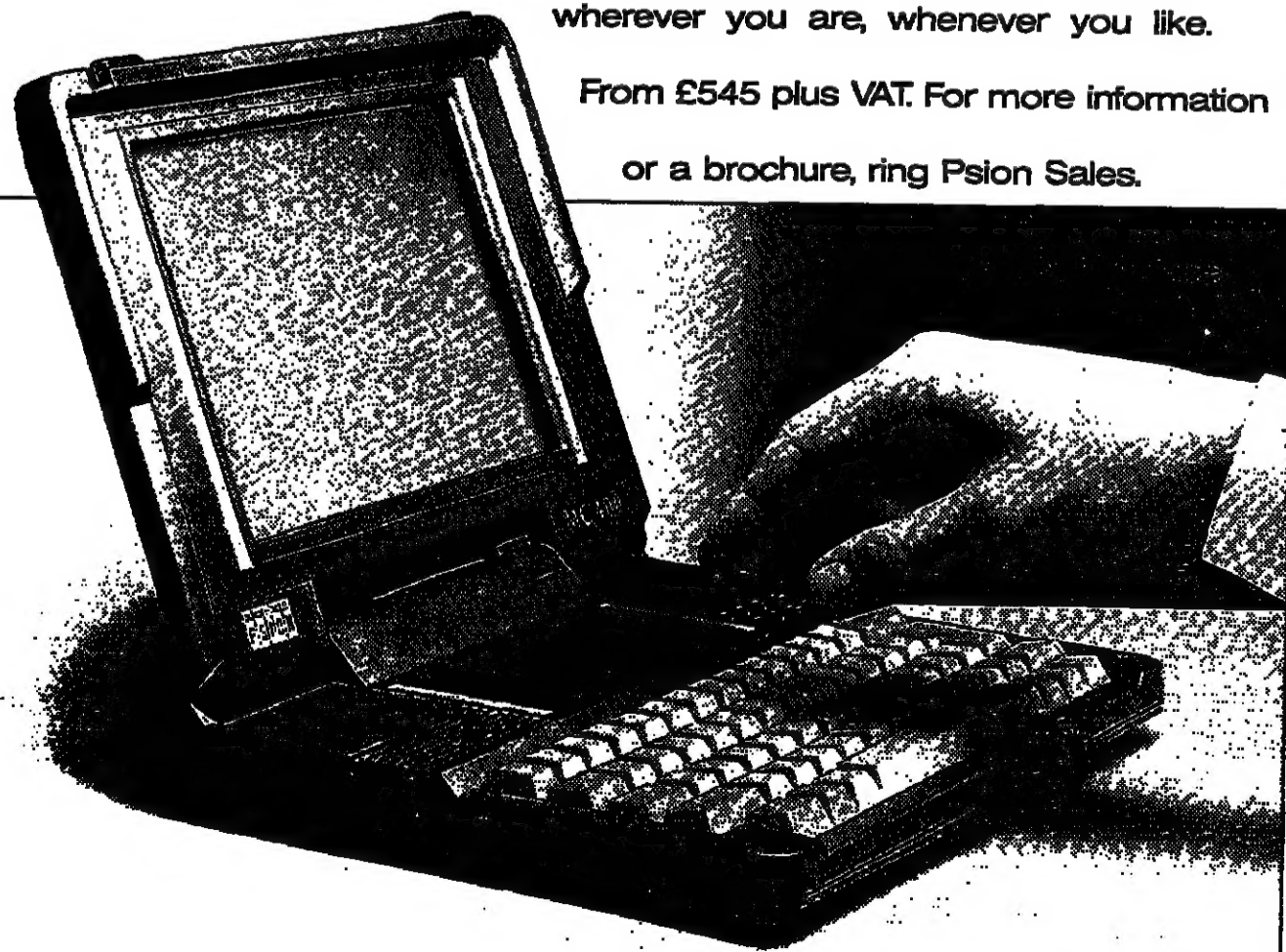
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Beer and carnations in Soviet ballot-box battle



President Gorbachev, left, casting his votes yesterday at a Moscow polling station in the local council and republic parliamentary elections. His wife, Raisa, allowed their granddaughter, Oksana, to put her ballot paper in the box. Mr Yegor Ligachov, the Communist hardliner, and Mr Boris Yeltsin, right, the maverick reformist, were also voting in the capital.

Election day in and around Moscow was a mixed experience (Mary Dejevsky writes). They gave me a red carnation at the Oktyabr cinema on Kalinin Prospekt in central Moscow. In the industrial suburb of Bagratinsky district, a large man accompanied me gently, but firmly, from the premises, and in

Peredelkino, in the countryside to the south-west of the capital, they steered me away from the voting area by offering the delights of the special voters' snackbar instead.

The weather yesterday was just as Russians like their winter - frosty, snowy and sunny - and in the village of Peredelkino, set amid the birch trees, the deputy chairwoman of the local electoral commission said she was sure it had brought the voters out. They might also have been tempted by the beer and cooked chickens on sale at the back entrance, but that went unsaid. "Her" territory, one of the two Peredelkino polling stations, was on the ground floor of an ugly 1970s block - a rest home for party veterans. Like all

the polling stations I visited, the floors had been scrubbed, the red carpets were out, the fire regulations and a copy of the voting law were on display, and the bust of Lenin was well to the fore.

To the left of the hall was a long table, with eight middle-aged women who would not have disgraced a Women's Institute meeting receiving the voters, checking their documents and handing out ballot papers. To the right of the hall was a row of six red-curtained booths, each with a small table and a pencil on a string, and to the right of the booths a single ballot box looking rather like a wooden postbox.

In accordance with the regulations, voters had to pass through the booths to get to the ballot box - a geographical detail which some found confusing, as they did not recognize the ballot box for what it was. By 2pm, well over 60 per cent of those registered had cast their vote.

The younger the voter, the more they seemed drawn to the single non-Communist candidate

On the other side of the village, the second polling station in a "House of Culture" - akin to a community centre - was almost deserted, the electoral commission members manning it were reading

the papers but, said the commission chairwoman, Mrs Nina Yakovleva, theirs was a scattered community and more than 70 per cent had already voted.

The industrial suburb of Bagratinsky, with its huge metal pipe factory, is about as far from the small white church and the birch trees of Peredelkino as it is possible to get. Dull brown blocks built in the 1950s onwards compete for space with shabby but white blocks from the past decade.

But the polling station at the Rubin sports stadium was as clean and regimented as all the others. A lorry unloaded crates of extra beer and soft drinks, and young couples walked slowly up to the official posters showing the candidates

Romania
lives of th

Mandela seek
to quell white
fears on future

Bonn-Warsaw border dispute

Critics step up pressure on Kohl

From Ian Murray, Bonn, and Roger Boyes, Warsaw

Herr Helmut Kohl, the West German Chancellor, is facing a mauling from within his coalition Government, strong

tension in Silesia, with some campaigners for German rights having paint thrown at their homes.

The Solidarity-led Polish Government does not acknowledge the German-speaking community in Silesia as a "minority". It is regarded mainly as Silesian, part German, part Pole, with a mixed ancestry that cannot be claimed exclusively by either country.

The FDP leader, Count Otto von Lambsdorff, has told Herr Kohl that he is facing a dilemma for which he has only himself to blame, and warned that it is now a central issue in the coalition.

Count Lambsdorff has been attacking the Chancellor extensively on this issue recently and could well be preparing a retreat from the FDP coalition with the Christian Democrats, back to one with the Social Democrats by the time of the December general election.

The latest opinion poll by the Wicor Institute, published on Saturday, shows the CDU has lost 1.2 per cent support in the past month, falling to 41.3 per cent.

The Social Democrats (SPD) have gained 1.2 per cent, rising to 37.9 per cent, and the FDP are up by 0.2 per cent to 9 per cent. With support for the far-right Republicans falling back further to just below 3 per cent, the trend is to the left. The Greens hold firm at 6.5 per cent.

This shift is despite, or perhaps because of, Herr Kohl's attempts to identify himself with the move to quick reunification and the calls for a slower approach by Herr Oskar Lafontaine, the

likely SPD candidate for the chancellorship in the election.

Herr Lafontaine said in a radio interview yesterday that he believed it would be impossible for a united Germany to remain in Nato and that a new European security zone was the only way forward.

Poland denies unity fears

Bonn (AFP) - Poland has no territorial ambitions, is not seeking to review its frontiers, and will not discuss its borders with any other nation, Mr Tadeusz Mazowiecki, the Polish Prime Minister, has said.

At the weekend, he damned Herr Kohl's latest position as "adventurous and irresponsible", and the SPD is seeking to portray the Chancellor as a latent nationalist.

Before the Bundestag debate, however, the Foreign Minister will raise the matter at the regular meeting of the committee which thrashes out coalition policy with the Chancellor's CDU and the

CDU.

Not only will he attack the link with a new waiver on reparations, but he will point out that Herr Kohl's other demand, for a treaty giving cultural rights to ethnic Germans in Poland, has already been satisfied through an agreement signed in Warsaw last November.

As for Herr Genscher, he is concerned, the new conditions are no more than further delaying tactics by the Chancellor who, he believes, will not make a clear statement out of fear of losing domestic political support to the radical right.

For months, Herr Genscher has been calling for the guarantee to be given, particularly

as his frequent trips to international capitals have shown him that the likelihood of reunification is awakening real fears of the re-emergence of German nationalism.

Herr Genscher believes that the four powers with residual rights over Germany - Britain, the United States, the Soviet Union and France - could delay or even block unity without the guarantee.

Mr Tadeusz Mazowiecki, the Polish Prime Minister, travels to France on Thursday and, diplomatic sources say, may float the idea of an international conference of all neighbouring states to the future unified Germany.

The Solidarity-led Government regards this idea as a fallback position in case it fails to persuade Bonn to sign a border treaty with Poland.

At best, a conference - probably held in Warsaw - would remind the four powers and two Germanies that the neighbours' interests cannot be ignored.

At worst, Bonn could understand the conference as a Polish attempt to build an anti-German front in Europe.

Poland's diplomats are thus treading carefully.

The main Polish hope lies in driving a wedge between the US and Bonn.

It has been plain to Polish analysts that Washington wants Herr Kohl to win the December general elections because it fears a government led by the Social Democrats would tug a united, or half-united, Germany out of Nato.

Herr Genscher argues that in the new, democratic Europe borders and nationalism will lose their importance.

Buffet politics tempts Kiev's cynical voters

From Nick Worrall, Kiev

Konstantin turned and shuffled, trying to keep warm in the icy wind gusting outside polling station 17 of voting district six in the heavily populated Darnitsya area of Kiev. A musician, he said sarcastically: "If they did not provide food, no one would turn out to vote."

Behind him stood the usual queue of women in overcoats and headscarves, carrying shopping bags, that can be seen waiting outside any food shop in the Soviet Union. It seems extra sad that here, in the capital of Ukraine, which grows more than a quarter of the nation's food, there should still be shortages.

The women were standing at the rear of a dingy shop next to the polling station. Having turned up to cast their votes for the Ukrainian parliament, Kiev city council, and local district council, the women had followed an arrowed sign saying "buffet". Along the corridor and out into the weather. No buffet there, just another food queue.

There were buffets, quite lavish ones, at two other polling stations visited at random. In the village of Zhuliyani outside Kiev, 80 per cent of the voters had already polled by noon, many of them then taking away whole cheeses, beer and boxes of chocolate eclairs.

But in each polling station, voters had to wait past the familiar icons of Soviet power - busts of Lenin, banners and slogans proclaiming the glories of communism, gashed through with a preponderance of deepest red paint. Hard to think that the party had not laid on the party.

But that is one of the key issues. Most people know full well it is the Communists and their ramshackle political and economic system that are responsible for the shortages. Like Konstantin, they know when they are being conned.

But Boris, an elderly transport driver, was less cynical. Conceding that the food was indeed welcome - he had

bought a pie himself - Boris believed the people had come out meaning business. "They know that the party apparatus no longer protects their interests. They are voting on bigger questions than just the food shortages."

Up bounced Vladimir, aged 20, clad in tracksuit. He refused a cigarette - "sportsman", he explained, and a member of the Communist Youth. Would he say for whom of the 12 candidates on offer he would vote?

"Of course. I will vote for Ivashko." Why? Vladimir's line was clear. "My mother is a deputy on the city council. She told me to."

Mr Vladimir Ivashko is the Ukrainian Communist Party boss. Last year he replaced the hardline Brezhnevite, Vladimir Shcherbitsky, who died last month after leading probably the toughest of all the party machines in the Soviet republics.

Mr Ivashko leads what is still one of the most conservative sections of the party. In last month's Central Committee plenum, televised and widely reported, member after member attacked the new climate of liberalism and reform and the activities of democratic groups. It was easy here to understand just how heavy is Mr Gorbachev's burden in trying to overhaul the Soviet system.

But the Ukrainian party is not simply a solid body of resistance to change. A district party secretary in Pechersky district is Mr Valeri Lukanov, aged 40, an engineer.

He is standing for election to the parliament against no fewer than 32 opponents, several Communists and several more Ukrainian nationalists. Leading Communist or not, he believes in a multi-party system for Ukraine. He says his party is rapidly splitting into factions.

He identifies new democrats, radical reformers and those who follow Mr Gorbachev but, like the Soviet President, are now lagging behind the radicals. Then there are conservatives and the kind of arch-conservatives who were heard at the plenum.

Mr Lukanov said: "If I thought these were the views that were going to prevail, I would leave the party without hesitation."

The Communists' virtual monopoly of the printing trade has made it difficult for campaigners to produce leaflets. These tend to be rough, typed affairs stuck to billboards. Passers-by saw comments like "Don't vote for him, he's a yes-man", "Vote for our factory director" and "Better a professional worker than a professional apparatchik".

The hopes of many voters who want to be rid of traditional Communist power are pinned on the Ukrainian national movement, Rukh. It has a huge following among the republic's 50 million people.

Second-round elections were held yesterday for most of the remaining seats in the Lithuanian Supreme Soviet (Anatol Lieven writes). Sajudis, the Lithuanian nationalist movement, is expected to win most of the seats, but may fall short of the two-thirds majority it would need to introduce constitutional change.

Ninety seats were filled by the elections on February 24. In 45, no candidate gained the necessary absolute majority; 28 of these went to the polls yesterday, and the rest will vote between Wednesday and Saturday.

Mr Grigory Kupin, a spokesman for the Soviet Interior Ministry in Moscow, said at least one soldier had died in a clash between demonstrators and Interior Ministry troops on Saturday in Parkent. He said he had no information on other dead or wounded. The Uzbekistan Interior Ministry and other official sources contacted in Tashkent refused to comment on the violence. One national newspaper printed a small report yesterday.

Mr Abidov also said soldiers had surrounded Parkent, about 30 miles from Tashkent, the republic's capital, and would not let residents out or visitors into the city.

Mr Yagidar Abidov, a spokesman for Berlik, the Uzbekistan grassroots organization, said about 30 demonstrators died in the clashes in the city of Parkent and said two Communist Party officials were stoned to death by protesters.

The reported deaths of the demonstrators could not be confirmed, and authorities denied that the Communist officials were

ancing in streets
after Ciskel coup

Hurd urges EC talks on united Germany

From Michael Binyon, Brussels



Mr Hurd: Unity poses many problems for Community.

Mr Douglas Hurd, the Foreign Secretary, yesterday called on the European Community to begin immediate discussions on the consequences of German reunification to enable Europe to offer a "warm and confident welcome" to a united Germany.

He said German reunification would pose challenges to the Community in many areas - environmental, agricultural, industrial and budgetary - but these should not delay the process. The Twelve had now to begin discussing the progressive integration of East Germany, so that preparations were well in hand in time for the special EC summit on reunification in April.

Mr Hurd's remarks to the British Conservative Association in Belgium came as coalition leaders in Bonn

engaged in intensive efforts to plan the future policy of a united Germany towards the Community and to reassure Germany's nervous allies that Bonn had not lost any of its enthusiasm for European integration.

Officials acknowledge that reunification, and particularly German monetary union, are now preoccupying Bonn, but they sharply reject accusations that the Government has turned its back on its European partners. They insist the Community is still West Germany's political home, that the commitment to European Economic and Monetary Union (EMU) remains as strong as before, and that there is no question of a greater Germany wanting to go it alone.

"We want a European Germany, not a German Europe," Herr Hans-Dietrich Genscher, the Foreign Minister, told fellow EC ministers in Dublin recently, and this quotation from the

writer Thomas Mann has become a leitmotiv in all discussion of relations with the EC.

The main area of possible conflict with EC commitments is monetary union. Negotiating teams are working overtime to ensure that inter-German talks run parallel to EMU, neither holding up the plans agreed at Strasbourg nor undermining them with a Deutschmark that fluctuates wildly.

So far only preliminary meetings have been held with the East Germans. Until the elections on Sunday week, all plans are vague, as the Finance Ministry still does not have a complete statistical picture of the East German economy.

Bonn recognizes that its partners have a vital interest in the outcome: the Deutschmark is the pillar of the European Monetary System, and the Bundesbank the de facto central bank of the Community.

CHANGING FACE OF EUROPE

New officialdom slow to dispel legacy of Ceausescu's tyranny

Romania revolution fails to touch lives of the Hungarian minority

From Richard Bassett, Broos, Romania

In the dank village church of Broos, some of Romania's two million ethnic Hungarians find their only formal education.

Each morning here and in other villages in the Baset and Transylvania, young Hungarians, school books resting on pews, attempt to master the Magyar culture that Nicolae Ceausescu did his best to destroy.

Despite the mild winter the church is cold. Many schoolgirls keep their coats on. The pastor has exchanged his religious dress for a baggy sweater and — a present from relatives in Budapest — a pair of blue jeans.

Pastor Lazlo is sceptical of the promises the National Salvation Front in Bucharest has made to the Hungarian minority here. "It was a Hungarian, Lazlo Tokes, who started this revolution, but in Bucharest they still deny us our rights."

In Broos — or Szaszvaros as the Hungarians call the place — there is deep resentment at

the way the Front has kept virtually the same Romanian personnel in place for dealing with ethnic Hungarian questions. "The old romanization policy of Ceausescu continues," the pastor said.

Mr Gyorgy Szabo, a student at nearby Cluj, said: "The minister in charge of our education is the same man Ceausescu employed for years. Everywhere, if we want a passport, if we want a job, we are up against the same bureaucracy and hostility."

Last week's decision by the Government to ban the import of Hungarian schoolbooks has only fuelled this resentment. Unlike the Germans who live in Romania, the Magyars are determined to remain in the land they see as the cradle of Hungarian culture. Not only were Hungary's finest poets born in Transylvania, but most Magyars consider the Hungarian spoken here to be the purest in existence.

But though they never formed the majority of the

population here, there is arguably nothing which arouses the Hungarian people's sense of injustice more than the clause of the Treaty of Trianon, which after the 1914-18 War awarded the area to Romania. "The Romanians never deserved this land. They

Bucharest (Reuter) — Major-General Gica Popa, aged 57, the military judge who condemned Nicolae Ceausescu, the former Romanian dictator, to death, lived in terror for two months before committing suicide last week, his family and friends said yesterday. There is scepticism in Romania that Popa killed himself.

have always made a mess of it. They only got it by fighting against the Germans for two weeks. Under Hungary this could be a prosperous place again," Mr Szabo said.

The Magyars wear their resentment heavily on their sleeves. They find it difficult to disguise their contempt for the Romanians. For their part,

the Romanians claim that the Hungarians' ultimate aim is to join Transylvania once again to Hungary.

"The fact is the Hungarians ruled abominably when they were here, forcing everyone to learn their absurd language. They never were the majority and never will be, but they seem determined to remain hostile," Dr Dan Cornescu, a university professor, said. The Hungarians certainly believe that they would be better off were they a part of Hungary or at least following Hungary's economic reforms. But this is disputed by Romanian economists, who point out that Hungary, with the highest per capita debt in Eastern Europe, is no example for anyone.

© FEITA: Romanian customs officials at this frontier post on the Hungarian-Romanian border laughed out loud at the suggestion that they had been ordered to prevent Hungarian school books entering the country (Tim Judah writes). They said the story, which was reported 10

days ago by Radio Budapest was "completely untrue".

"We heard about this story," said Mr Ionut Marcu, aged 28, of the Romanian customs service, "but it is just not true." Hungarian customs officials confirmed this. Mr Marcu then showed this reporter, who had arrived without prior warning the room where all confiscated items were kept.

There were several books in both German and Hungarian. Almost all of these dated from before 1950 and many from before 1914. Mr Marcu said: "Our instructions are to prevent antiquities and books dating from before 1950 going out of the country unless they have a permit from the local museum saying they are not of historical value."

Among other goods in the room was one Hungarian children's storybook, one Hungarian religious book and a Hungarian guidebook to Transylvania. Mr Marcu explained that these had been seized before the revolution.



A labourer with his hands over the eyes of a 30ft-high statue of Lenin in Bucharest amid efforts to remove it yesterday. The statue, which has defied demolition, may have to be blown up.

Mandela seeks to quell white fears on future

From Jan Rooth, Harare

Mr Nelson Mandela yesterday went to great lengths to reassure South African whites, promising that under a government of the African National Congress, they would be able to run their own schools and maintain their cultural identity.

On his first official mission since being made ANC deputy president by the movement's hierarchy in Lusaka last week, Mr Mandela told a rally of about 30,000 people in the Zimbabwean capital where he arrived for a three-day visit: "We are sincere in saying ... that whites will not have to complain."

"The system of government we are bringing is intended to cater to the aspirations of all South Africans. We declare that the common government schools would be non-racial, but those who prefer to run their own schools and maintain their own cultural background will be entitled to do so. What more would be wanted to show our good intentions?"

He went on to reassure South African whites that "just as whites in Zimbabwe, in Namibia, have no reason to fear, even in our own country we propose to form the same policy", a reference to President Mugabe's policy of reconciling the formally warring races, one that sees Mr Ian Smith, the former Rhodesian Prime Minister, continuing to farm prosperously and travelling freely inside and outside the country.

Mr Mandela's statement is seen as the most conciliatory he has made yet to South Africa's five million whites, their security suddenly undercut by the rapid pace of events in recent months.

Black South Africans understood the suffering caused by racism, Mr Mandela said.

"That is why we have fought against all forms of domination, whether it is white or whether it is black." The only fear whites need have would be at attempts "to devise new means of preserving minority rule".

"That we will never permit and that will never happen

again in South Africa," he said. The ANC was aiming at "a South Africa that guarantees the rights of all its citizens".

Mr Mandela also made thinly disguised overtures to the Pan-Africanist Congress of Azania, the lesser of the more radical of the two South African liberation movements which split from the ANC 28 years ago.

He said he was "very much concerned" about the divisions among black South African political organizations in South Africa.

"One of our duties is to create an atmosphere in which all black political organizations come together to present a united front against apartheid."

"We don't know whether it will succeed, but those who are scratching their heads for a formula, that formula has already been adopted by Zanu-PF (Zimbabwe's ruling party), and it's working very well," he said, referring to the unity completed in December last year between Mr Mugabe's party and the opposition Zapu party of Mr Joshua Nkomo, firmly backed by the Ndebele-speaking people of western Zimbabwe.

Mr Mandela was rapturously received with deafening whistles and cheers when he stepped on to the track of Harare's national sports stadium where he was saluted by service chiefs.

There was no visible lack of enthusiasm from Mr Mugabe for his visitor whom he last met at a gathering of African liberation movements in Dar es Salaam in 1962.

Mr Mugabe has been a supporter of the PAC, regarding the ANC with some suspicion for its links with Zapu, traditionally backed by the Soviet Union, but yesterday he declared today a holiday in honour of Mr Mandela.

At the Harare City Council's town house, Mr Mandela was made a freeman of the city, a status he shares with Nicolae Ceausescu, the executed Romanian leader, who visited Zimbabwe in 1982.

Letters, page 13

Dancing in streets after Ciskei coup

From Ray Kennedy, Johannesburg

The flashing lights and the tinkle of cash pouring in and out of fruit machines did not falter yesterday in the casino opposite the National Assembly building at Bisho, capital of South Africa's nominally independent Ciskei homeland, as news filtered through that there had been a coup d'état outside.

Despite hourly radio bulletins that President Lennox Sebe, the most despotic of homeland leaders, had been ousted by a group of military officers led by Brigadier D.V. Gqozo, chief of military intelligence, and his Government overthrown, the people of the homeland stayed quietly at home. They had good reason for caution.

Since Ciskei, an area of some 3,200 square miles in the eastern Cape Province, became independent in 1981, its police and Army have ruth-

lessly enforced Mr Sebe's rule. But gradually citizens took to the streets singing and dancing in celebration.

Groups of students from the University of Ciskei in the town of Alice did the *topi-topi*, the liberation dance of South African black nationalists.

In Pretoria, Mr R.F. "Pik" Botha, South African Foreign Minister, said his Government was not planning to intervene. In 1988 troops were sent into the Bophuthatswana independent homeland to rescue President Lucas Mangope from military rebels.

In Ciskei's case, Mr Sebe's overthrow has probably come as a relief to Pretoria and his life is not in danger. He left South Africa on Saturday on a trade mission to Hong Kong and Taiwan, but his son, Lieutenant-General Kwame Sebe, and other officers have been arrested.

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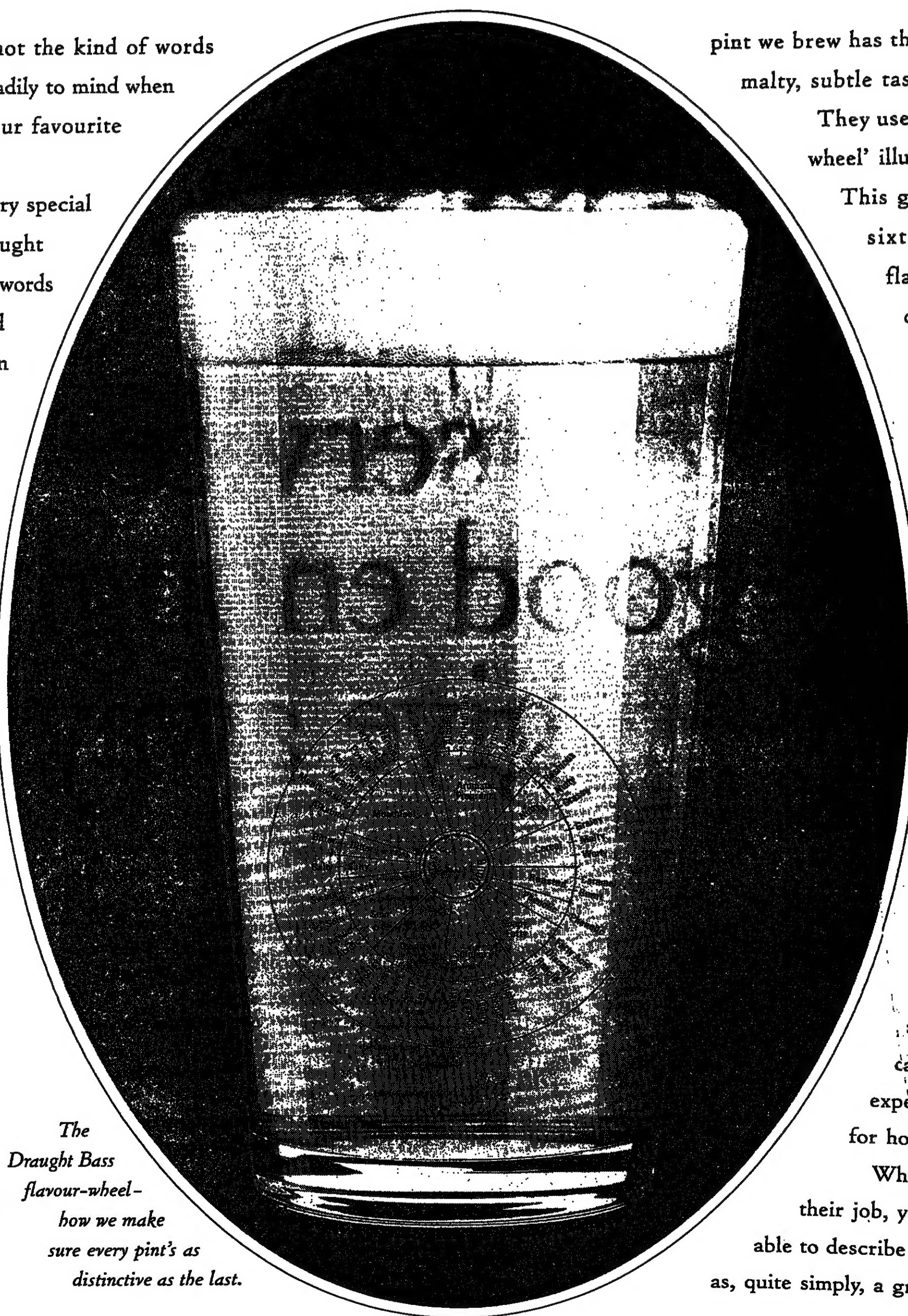
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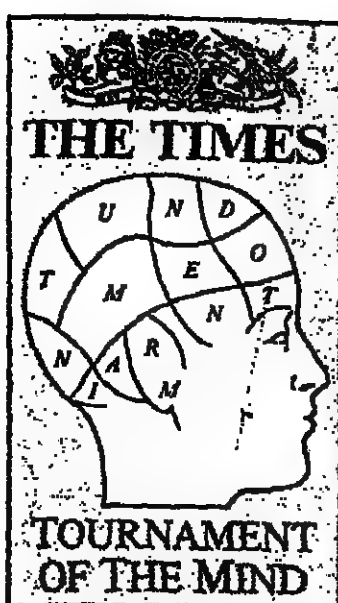


You can tell it with your eyes closed.

APR 10 1990

SPECTRUM

Let the mind be a thoroughfare



The advice comes from Keats, and from tomorrow, the first day of the 1990 contest, Ruth Gledhill recommends it

Since Christmas, the switchboard at *The Times* has been fielding calls from readers inquiring about the dates of the Tournament of the Mind in order to arrange their holidays around it.

The contest has become an annual "must" for puzzle enthusiasts in homes, schools and work places where people relish a daily challenge to their intellect.

It has attracted entrants from Australia, Moscow, New York and Rome. One woman wrote in to say she had not believed anything could stop her watching television on Easter Monday until she grappled with last year's Tournament.

Mr Harold Gale, executive director of British Mensa, the society for people with high IQs, has spent the past few weeks, with the help of his Apricot Xen computer, working out ways to test Britain's cleverest minds. He predicts that about four questions could cause trouble this year.

"In one or two cases, contestants will think they have the



Winning smiles: left, last year's champion, Andrew Johnston, at home in Cheshire — still elated a year later, and determined to defend his title; right, the prizewinning school team from Madras College, St Andrews

answer when they have not. One question will seem difficult or impossible but in fact it is a walk-over."

Mensa, which allows only the *Encyclopaedia Britannica* and *Collins English Dictionary* as its two reference books, is anxious to avoid the log jam of calls to its headquarters in Wolverhampton, West Midlands, which brought business to a virtual halt during the Tournament for the past two years. This year, the rules state clearly that telephone queries will not be accepted by Mensa or *The Times*.

On the plus side, the society can hardly complain. Mensa has gained 7,910 new members directly from the two previous tournaments, contributing to a growth in membership from 13,052 in 1976 to 29,100 this year. Mr Gale says the questions are easier this year and, as with crosswords, he advises puzzle solvers to try to understand the mind behind the questions in order to discover the quickest route to the solution.

A useful clue to the workings of his own mind could be spotted in his description of a recent domestic crisis at his home in the Midlands. Without warning, all the lights went out in his house and his fuse box trip switch flicked off. "I immediately asked myself why I bought that thing to heat my colour-developer, even though it had been working perfectly for 45 minutes and I had no reason to suspect it."

"I jumped to a conclusion, which turned out to be correct, because I had not used the heater before. The other way would be to switch off all the lights in the house, pull all the plugs out and test each one, one by one. Similarly, if my car broke down, I would check the petrol level first."

He attributes this to lateral thinking, which he says, is useful in solving the "kick-off" puzzles scattered through the Tournament. "When you get the answer you kick yourself. Anyone who can think laterally could walk over the Tournament. But you do not have to be a lateral-thinker to

do it. There is also a lot to be said for the plodding approach."

For the first time this year, a play-off individual final under exam conditions, and against the clock, will follow the final in the paper. The top 10 scorers, or all scorers of 250 points from the published final five rounds, will be invited to the contest at a London hotel on May 14.

They will be allowed to use a calculator and the *Collins* dictionary but not a computer or any other reference books. The papers will be marked immediately and the winner of *The Times* Tournament of the Mind will be announced that day.

"It will be a test of brain power, not a test of whether you can look it all up in time," Mr Gale says.

Some competitors, however, trusting not to their own brain power, have spent the months leading up to the Tournament preparing computer programmes to solve the puzzles, even though the most sophisticated aid used by



last year's winner, Mr Andrew Johnston, was a solar-powered calculator. Mr Johnston, aged 38, a consultant employed by the Manchester-based company Insight Executive Search and Recruitment, which specializes in job opportunities in the computer industry, says he is still elated about the win one year later. He pledged to defend his title.

"Winning was not like a pools win, in that I did not suddenly become very rich. But it gave me a pleasant buzz. I am in a mercenary business. Recruitment is the selling of bodies. My confidence in this has improved because I think my own marketability has improved. Winning *The Times* Tournament of the Mind is not a thing I would put on my curriculum vitae. But inwardly my perception of myself has improved, and that has helped me to achieve better what I want."

One reader likened the questions to matchsticks and mountains. "I seemed to leap over the mountains but I tripped up at the matchsticks."

The matchstick which felled most last year sneaked in at Round 16: "Where is the sea where a 10½-stone person would weigh just under four stone?"

Many scrolled through memories of religious studies and guessed the Dead Sea, thus losing four points.

But no question baffled contestants quite so effectively as: "Who wrote *Music for Supermarkets*?"

In the first year, which prompted offerings such as Chopin-Liszt, T. Esco and Ivor Trolley. In this case the answer was less imaginative, but more likely — Jean-Michel Jarre.

Although a 14-year-old boy reached the individual final last year, most teenagers who entered were members of school teams. Tim Jupp, now aged 15, a pupil from the winning school, Madras College in St Andrews, Fife, said: "Some problems were dressed up in a lot of waffle. If you can take the waffle off and look at the bones, you are away."

"I will not pretend I enjoyed doing this competition. It was a lot

of work and I am averse to work. I did it because I knew I would be pleased I had done it afterwards."

Another of his team-mates, Edmund Brumfit, also 15, said: "Some of the logic and verbal questions were easy, but general knowledge was extremely difficult in some cases."

"I think I now have a better awareness of my surroundings and go about things in a more scientific way."

But for anyone who, after almost 12 months, is still looking for that easy way to lose six-and-a-half stones, the answer lies not in a trip to the west bank of Jordan, but on Mars.

TOMORROW

The rules explained, and Round One of the questions: the first step towards a £5,000 prize

Who is muddying the sea waters?

While Government ministers deflect the blame for North Sea pollution on to West Germany, British companies are still being allowed to dump their chemical waste at sea

Mr Chris Patten, the Secretary of State for the Environment, has indicated that he intends to make a robust defence of Britain's record concerning North Sea pollution at a two-day conference in The Hague this week. He is expected to confirm that Britain is to discontinue the practice of dumping sewage sludge at sea, and he will ask countries such as West Germany to control the amounts of poisonous effluent which flow from rivers including the Rhine and the Weser.

The Government is said to be furious at the insinuation from European partners that Britain is the worst polluter of the North Sea. However, the British position is weakened by the fact that some chemical companies are still using the North Sea as a dumping ground for waste, despite an agreement made in 1987 that all countries should end the practice by the end of last year. It is now apparent that it may be 1993 — or even beyond — before Britain stops disposing of waste at sea.

Towards the end of February, with the meeting at The Hague looming, the Ministry of Agriculture, which licenses

dumping, announced a deadline. The Minister, Mr John Gummer, told the Commons: "I am very glad to be able to announce that we intend that none of these wastes will continue to be dumped at sea after the end of 1992."

An apparently straightforward commitment, and only three years late. But Mr Gummer moved straight on into the howevers: "In two cases, however, it might not be technically feasible to meet this deadline. We will extend the licences for these two last wastes into 1993 only if absolutely necessary..."

What he did not add was that these two exceptions represented 78 per cent of the dumping going on today. In effect, he was giving notice that as far as the bulk of the operation was concerned, Britain would be three years late, or as much longer as it takes.

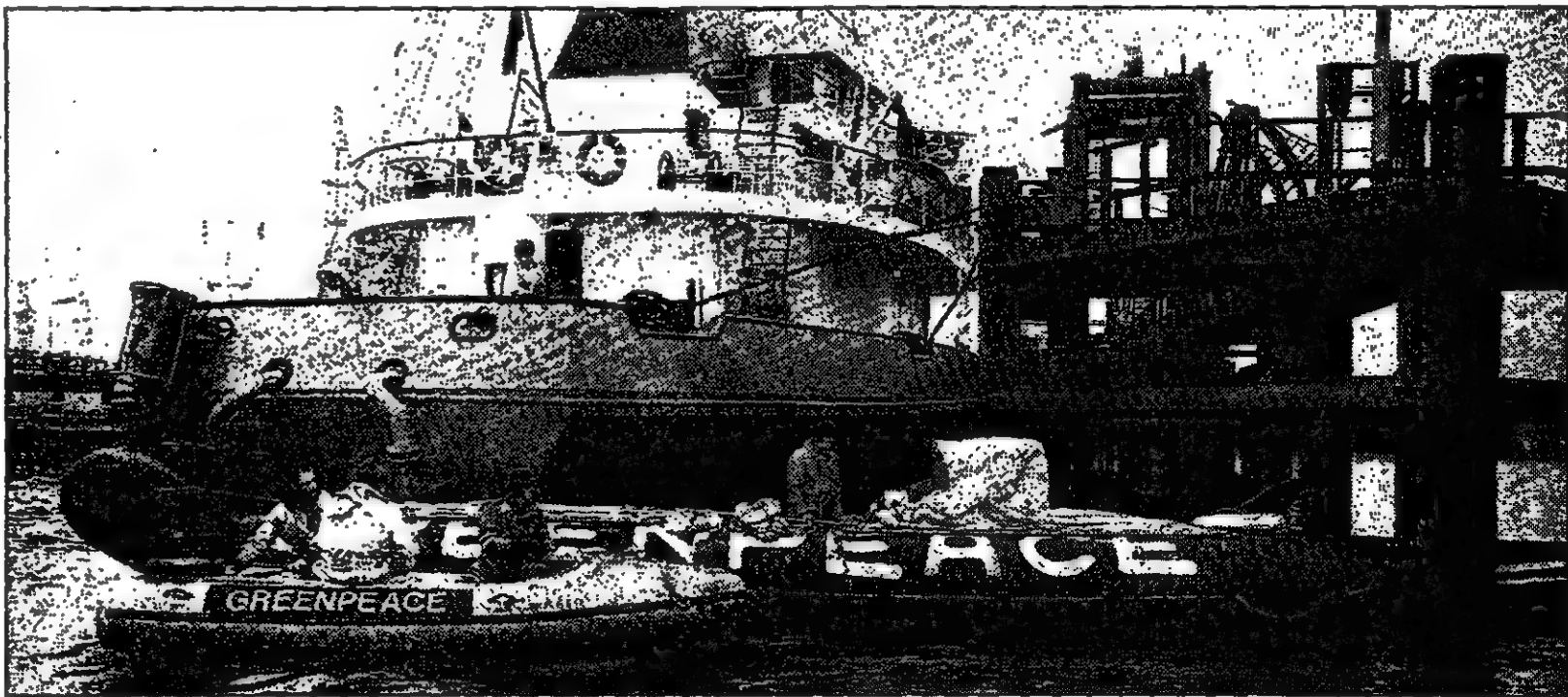
The larger of the two reprimanded operations involves the chemicals giant ICI, which dumps 165,000 tons of ammonium sulphate every year from its Cassel plant at Billingham on Teesside, which manufactures the basic material for ICI's £250 million acrylic and Perspex operations. About three times a week, a barge sails out of the

plant and dumps its 1,000-ton liquid cargo while circling in a designated zone about nine miles off the river mouth.

The other operation involves Sterling Organics, whose plant at Dudley, just outside Newcastle upon Tyne, manufactures the pain-killing drug, paracetamol. The process leaves as waste about 250 tons annually of the drug's raw material, para-aminophenol. Mixed with 40,000 tons of water, it is loaded into road tankers, transferred to a vessel on the Tyne, and dumped offshore in the same way as ICI's wastes. The quantities involved are smaller, but unlike the ICI waste, the chemical is known to be toxic at high concentrations.

Ministry of Agriculture scientists monitor both operations, and report that they are carried out in ways which avoid environmental hazards. But Mr Paul Horsman, a campaigner in Greenpeace's toxicity unit, claims that the ministry's testing is superficial and involves too few species of marine life. "At the moment no harmful effects have been proved, though fishermen working off the coast would certainly argue that pollution is damaging fish stocks and their livelihoods."

At both plants last week, the



Carry on dumping? Greenpeace protesters block the barge Rosemarie S at Rotterdam in 1984, before the vessel was sold to Effluents Services for use by ICI

issue was treated with an air of injured innocence. ICI, which recently announced record group profits of more than £1.5 billion, sets great store by its reputation for sensitivity to green issues, and is plainly uncomfortable about being cast as an environmental villain in the North Sea.

"I still feel that sea disposal is an acceptable practice scientifically," Mr Allan Clements, works manager at the Cassel plant, says. "But we are mindful of society's views, and we are already clearing the site for a £30 million plant which will turn all the waste back into sulphuric acid, which we can use again as a catalyst in our process."

ICI is anxious to reject the suggestion that Britain has failed to meet its treaty deadline because of any dragging of feet on ICI's part. Mr Clements stresses that the sea dumping was started 10 years ago on ICI's initiative, as a step to reducing pollution in the River Tyne. Staff from ICI's research laboratory in Brixham regularly monitor marine life on the sea-bed where the chemical is discharged, and have detected no harmful effects. In 1988 a plant was built which converts nearly half the plant's present output of waste into agricultural fertilizer.

"The 1987 Declaration dealt with harmful wastes, and allowed latitude for the find-

ing of alternative ways of disposal. We would still maintain that our sea disposal is harmless, on the evidence," Mr Clements says. "Now the pressure is for an immediate end to sea disposal altogether. In the last resort, a company like ours is engaged in creating wealth, and society must judge its priorities about how that wealth is used. Some people around Teesside might have preferred to see a hospital instead, but there you are."

Sterling Organics is a smaller company than ICI, with fewer resources to bring to bear on a technical problem. ICI has a team of 200 designers and engineers working on its proposed plant. At Dudley, a six-man task force was set up in 1987 to test possible systems for land-based disposal of the waste.

"We have narrowed the options down to two," says Dr Bill Riddell, environmental controller at Dudley. "One is a biological system, in which bacteria would break down the waste liquids to give us something that can be discharged at a sewage works. The other is wet-air oxidation, under heat and pressure. But there is no magic wand we can wave to build a treatment plant overnight."

Since Mr Gummer's statement, Sterling Organics and ICI have both apparently discovered that their earlier predictions of 1995 as a date for stopping sea dumping can safely be brought forward to 1993. "Events have overtaken us," says Mr David Raynor, production director at Dudley. "There are a number of hurdles to get over, but we have made the commitment.

We expect the system to cost about £5 million to set up.

"If perchance we cannot manage it in time at an acceptable cost, and our licence for sea disposal is taken away, then I think we would have to get out of manufacturing paracetamol. If we were to withdraw, I don't think we would ever get back into that market again."

"That would directly affect the jobs of 130 of the 520 workers we have here. But losing a third of our business would affect the viability of the whole site. We are the only British manufacturer of paracetamol, so if we closed it would worsen the trade balance by £16 million a year."

As far as ICI, it has no fewer than 1,400 workers in Britain directly involved in its acrylic business, which has an annual turnover of £250 million and earns exports of £100 million.

"If we had set out in the mid-Eighties to end sea disposal, we might well have a plant by now," Allan Clements says. "We are trying to bring forward our plans to meet changed requirements. But the goal posts have shifted."

In the last resort, companies know that fears about lost jobs and trade make ministers unwilling to use their ultimate power to withdraw operating licences. Official deadlines can be firmly enforced only if they are realistic, and the companies involved understand from the start what is expected of them. Arguably, Mr Patten is in the doghouse at The Hague this week because his predecessors in 1987 failed to observe these rules.

George Hill

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TIMES DIARY

SHERIDAN MORLEY

For nine hours on Saturday, under the auspices of Peter Gill at the National Theatre Studio in London, a possibly unprecedented assembly of 100 actors, directors, critics, arts editors and theatre publicists discussed the way the British theatre is reported by the media. It was a predictable, if amiably quarrelsome occasion, with playwrights demanding kinder reviews, drama critics demanding more time in which to write them, television reporters desiring better backstage access, and regional theatre managers hoping for more national press coverage.

Nicholas Hytner blamed a critic for personally causing the collapse of *Kenilworth*; Jane Lapinska wondered whether any critic had ever been able to distinguish between a good actor in a bad play and a bad actor in a good one. Several dramatists thought that at a time of subsidy cuts, critics should be fighting Mrs Thatcher rather than them, and one recalled a graffiti at the Royal Court which read: "John Whiting did not die of cancer, he died of neglect."

But the quote I most remember is one originating with Arthur Miller: "The only thing worth talking about is subsidy. Without that, you will collapse, like Broadway, where there is no theatre, only shows."

Awards juries are intelligent and right in exactly the extent to which they agree with you. I had just decided, on the evidence of yesterday's Olivier nominations, that this year's judges were a group of tone-deaf idiots for totally overlooking Andrew Lloyd Webber's *Aspects of Love*, his most adult and entrancing musical to date, when, reading on, I saw that the very same judges had wisely nominated Patricia Hodge from *Noel and Gertrude*, the musical I have devised at the Comedy, as actress of the year. Now all I have to do is to locate Gertrude Lawrence's daughter, for whom I have been searching since the show opened, to tell her that her late mother is at last and by proxy on the way to an award. I know she is somewhere in America; can someone please tell me her precise address?

A *Miss Saigon* continues to sell out at Drury Lane, having just won five Olivier nominations and two more awards - from the Critics Circle - I hear that it is to open on Broadway exactly a year from now. The theatre will be the Broadway itself, the production costs will reach \$10 million, making it the most expensive show in American theatre history, and ticket prices will reflect that with a record \$100 maximum. That, however, is still rather less than half what New Yorkers are currently prepared to pay on the black market for *Phantom of the Opera*.

Talking of which, as Sarah Brightman concludes a sold-out and spectacular week in concert at the London Palladium, the word is that work will start soon on a *Phantom* film, with Lloyd Webber as producer and Michael Crawford and Miss Brightman back in their original stage roles. The director will be Joel Schumacher, best known over here for a strange variation on *Peter Pan* called *The Lost Boys*, which played to some critical success a few months ago on the art-house circuit.

BARRY FANTONI



'His too. Stayed up all day to listen'

Penguin has enough problems over *The Satanic Verses*, and I have no wish to add to them. I do, however, have a little local difficulty. A year or so ago, it was kind enough to republish a biography of Elizabeth Taylor I had originally written for Colin Webb at Pavilion. Penguin recently wrote out of print and it had only a few copies left. These, I said, I could have at a knockdown price of £1 per copy, how many would I like? I was asked for three. Returning home on Friday, I found 300 copies of the book stacked neatly in my flat because of what would doubtless be described as a delivery-computer error. I live, as it happens, in a very small flat behind Madame Tussaud's. Three hundred copies of a paperback about Elizabeth Taylor occupy not just the hall and kitchen, but most of the bedroom and bathroom as well. If anyone has any tasteful suggestions as to what I might do with them, or would like to purchase 297 copies of a classic of its kind, we could quickly come to an arrangement.

I have been working on the opening chapters of my new book, *The Market Harborough Regime*. The idea for this scholarly volume was sparked off by receipt of a publication that reached me just before a postal strike put an end to mail in my part of London: *The Eskimo Diet* by Dr Reg Sanyal and Dr Frank Ryan, embargoed until last weekend, else I would have mentioned it before.

The Sheffield-based doctors discovered that though Eskimos are 50 per cent carnivorous and consume great quantities of fatty blubber (which are some of the reasons why I did not become an Eskimo), heart disease, which kills 200,000 Britons per annum, is virtually unknown to them. This, argue the authors, is because they eat fish. Omega 3 fatty acids in fish oil help lower blood levels and offer protection against furred arteries by thinning

Green issues are difficult for politicians. This is partly because so much of the debate on the environment is expert-led. Politicians are often reduced to trailing along behind the latest scientific report - warning of new dangers from global warming or the hole in the ozone layer - and promising rather lamely that they will react in some unspecified way to its findings.

The real problem for politicians, however, is not so much a lack of expertise as that they are perceived as prisoners of ideologies which prevent them from tackling environmental concerns in a constructive way. For example, the Tories cannot make themselves sound convincing on green issues because they are so committed to market forces and the unfettered drive for private profit.

The Labour Party likes to argue that it starts with the advantage of frankly interventionist politics, and that it finds no more difficulty in intervening to protect the environment than to secure social justice. But we, too, are perceived as handicapped by our politics - in our case, by our role as a workers' party, more con-

cerned with jobs and wages than with long-term threats to the global environment. However, the Labour Party should not be so easily dismissed on this ground. The main task for those who want to see a greater priority given to environmental issues is to bring them into the mainstream of politics. It is here that Labour has an essential role to play.

Much of the campaigning on environmental issues so far has sought to raise the level of awareness and to warn that we cannot go on as we are. But then the message becomes somewhat confused; it seems not to go far beyond confronting the public with uncomfortable choices, without offering any real guidance as to how those choices are to be made and how their consequences are to be handled.

The message from the environmentalists is a stark one. If global warming is to be avoided, economic growth has to be halted. If greenhouse gases are to be reduced, the private motor car has to be restricted. If the countryside is to be protected, new housing development has to be abandoned.

Small wonder that an argument in these terms attracts little support from the majority of working people, who see in it unmistakable traces of Anthony Crosland's charge that the middle classes are "pulling up the ladder behind them". Those who already have adequate incomes, large houses and gardens, and the convenience of private transport may well proselytize on behalf of the environment, but to the majority, global warming still seems a remote and diffuse problem compared to the struggle to find decent jobs, housing, transport and pay packets.

So there are strict limits to the effectiveness of the current campaigning on green issues. These limits cannot be extended until a way can be found of engaging the majority and of earning their support for political action to protect the environment. That is where the Labour Party comes in, as the only political instrument that can interpret environmental concern to those whose interests seem to be most at risk if the environment is given priority. Unless that is done, green issues will remain a fringe concern.

Ordinary people have most to lose, too, from the global problems. If a clean and safe environment becomes a commodity in increasingly short supply, the affluent and powerful will buy a disproportionate share of it, leaving those with little economic power to make do with what is left. This is a tough, clear warning that hard decisions must be made, and that it is in the interests of Labour voters that they should be faced rather than ducked. If they are overlooked, our people will pay the price.

Labour's second important message for its supporters concerns the price to be paid. Those who perceive environmentalists as a threat to their jobs and living standards may be expected to respond to environmental concerns - even when it is their own environment which is directly affected - only if they are assured that they will not be

left to pay the price alone. The Labour Party's reason d'être is to protect the interests of ordinary people, and it offers the assurance that if a price has to be paid for protecting the environment, it will be shared fairly throughout society.

The price will often be a transitional one, as, for example, when a process becomes uneconomical as a consequence of pollution control, and jobs are lost as a result. Or it may bear most heavily on those with the least market power, as in the case of market mechanisms such as road-pricing. Only the Labour Party can promise with any credibility to help people to meet these costs, through transitional measures of support and job creation, and through redistributive policies to ensure that the costs will be substantially met by those best able to bear them.

The Labour Party is serious about the environment. That is why we have a serious message for our supporters. Those who want to see greater protection for our environment will, I hope, wish us well in trying to get that message across. Our environment depends on it. The author is Labour spokesman on the environment.

Bryan Gould believes only Labour can convert—and protect

Greening the people's flag

Anthony Daniels, just back from Cuba, reports on the growing Castro-induced hardship

Havana's sorry have-nots

With the sudden collapse of the socialist bloc in Eastern Europe, and the defeat of the Sandinistas in Nicaragua, Fidel Castro's Cuba finds itself more isolated than ever, both politically and economically. It has become a kind of tropical Albania.

In a recent speech lamenting the changes in Eastern Europe, Castro complained: "They are not exactly talking of the anti-imperialist struggle or the principles of internationalism in the majority of these countries."

No, indeed they are not. Nor were they talking of them in Cuba when I was there recently. Shoes and trousers from the foreign currency shops loomed larger in most of the conversations I had with Cubans. Would I buy a pair on their behalf if they gave me their few crumpled but treasured dollars? Any size would do, so long as what I bought was not Cuban-made.

Cubans, at any rate the ordinary people, are allowed neither to possess dollars (the penalties are drastic) nor to enter the foreign-currency shops. Yet in all the towns and cities, one notices that the majority of young people are dressed in imported clothes, and there is no other source but these shops, which only foreigners - residents and tourists - may enter.

Since the goods in the shops are mainly cheap, shoddy im-

ports from Panama, and are unlikely to appeal to foreigners, it is difficult to escape the conclusion that they are actually intended for the black market. Thus the demand for consumer goods is partially satisfied without having to make the damaging admission - damaging from the point of view of the official ideology - that such a demand exists in Castro's Cuba.

This is scarcely surprising in a society where almost everything is rationed and in short supply. When rationing was introduced 30 years ago, it was described as a temporary measure, but as Soviet ships fail to arrive and ration cards grow ever more slender, no one believes it. Apart from anything else, rationing provides a useful means of total political control. The very meals one eats - utterly monotonous and completely free of fresh vegetables - are dependent upon one's political conformity. One does not buy beer, one applies for it to bureaucrats, with a sheaf of certificates and testimonials; it is available only on very special occasions, one bottle per guest. The state keeps its subjects in a condition of infamy.

The economic situation can only get worse. Cuba's largest source of hard currency is from the sale of refined oil bought at concessionary rates from the Soviet Union as crude. As the Soviet Union's own economic difficulties have increased, its



generosity has declined. When you cannot buy soap in Moscow, it does not make sense to send oil to Cuba.

And for Cuba's main agricultural product, sugar, the outlook is grim. Sugar still accounts for 80 per cent of the country's total exports, more than a quarter of a century after the revolution that was supposed to diversify the economy. But if Cuba were to try to leave the Soviet Union's orbit, it would find no market for its principal export. The consumption of sugar in the United States has halved, thanks to artificial sweeteners, while production has increased, so that it now needs to import very little. The EC has transformed itself since the Cuban revolution into the second biggest exporter of sugar in the world. Japan is already supplied, and its consumption, too, is declining. Third World countries do not have the means to pay for

imports, and in any case many are established producers, or are starting to grow sugar.

So the Soviet Union is Cuba's only real market, and when the present agreement between them runs out in 1991, Moscow, which has been paying well above the world price (admittedly largely in goods it cannot sell elsewhere), will be in a position to drive a much harder bargain, and Cuba will have to accept.

As for tobacco, which many people automatically associate with Cuba, it is in fact a minor export, and likely to remain so.

Tourism is touted as a possible way out of the impasse, but if tourists are to be attracted en masse, services will have to improve drastically and waiters must learn not to treat customers as class enemies. Tourists are unlikely to travel thousands of miles for the sake of lukewarm

rice and beans and cold showers, even in glorious surroundings. And the system of apartheid that separates foreigners from Cubans - there are policemen at the doors of tourist hotels to keep ordinary citizens out - will have to be ended. In any case, a nation of 10 million people cannot live by tourism alone.

Fidel Castro has painted his country into a corner, from which it will take decades to emerge. The problem derives from his adolescent egotism. After his success against a corrupt and brutal dictatorship early in his career - which gave a great fillip to his already well-developed self-righteousness - he has been denied the opportunity to mature by the sycophancy with which he has surrounded himself ever since.

Now looking as much like a grizzled Old Testament prophet as a student revolutionary, he remains incapable of expressing

himself on any subject in less than two hours. At a recent lunch for distinguished foreigners, he spoke for seven hours, allowing the cabinet ministers and generals around him to speak only while he ate. One of his favourite themes for these harangues, incidentally, is the egotism of man under capitalism.

Did Castro start out as a Marxist or become one when he realized it was the route to absolute power? The question will be debated for years to come. But he has certainly made the theory his own, down to its very nastiest aspects. Like his late companion in arms Che Guevara, he persuaded himself that man is not fully human until after the communist (i.e. his) revolution. "A socialist economy without communist moral values does not interest me," said Guevara, who spoke many times of the need to build or construct the New Man, as though humanity were made of Lego.

Is it any surprise, then, that Cubans are spied upon, harassed, indoctrinated, forced to do "voluntary" work and turned into administrative units while the property of their own aspirations is denied? With an attitude to the past that treats everything that was not an antecedent of Castro's rule as a symptom of depravity, is it to be wondered at that the city of Havana, once magnificent and beautiful (though louche and corrupt), has fallen into a state of disrepair?

The elections in Nicaragua will doubtless have reinforced Castro's prejudice against electoral politics. His smug disdain for commerce and material self-interest is unchanged. He has led his country up a blind alley, and his people will have to pay the price for his egotism for many years to come, whether he stays or goes.

Anthony Daniels' book on Guatemala, *Sweet Waist of America*, was published recently by Hutchinson.

When some needs are less equal than others

Raymond Plant questions social security based on financial limits

After last month's High Court ruling that the Government's guidelines covering the Social Fund were defective, Michael Meacher, Labour's spokesman, claimed that a hole had been blown through Conservative social security policy.

Payments under the Social Fund are made to the poorest members of society to meet absolutely basic needs. However, the Fund is cash limited, and herein lies the problem. In the three cases which went to the High Court, Social Fund officers refused loans not because the claimants' needs were not great enough, but because they thought their local office had run out of money. These cases raise profound questions about welfare policy generally.

Under the previous system, grants rather than loans were funded out of the general social security budget, and if needs were identified they could normally be met. This is no longer the case. The officer, using his professional judgement, has to establish the need and then he has to consider the case against

the background of the specific budget constraint on the Fund. However, the judges saw an incompatibility between these two features.

As they say in their judgment: "The problem from the Secretary of State's view is that while intending to have a flexible scheme to meet exceptional needs, which involved officers using their own judgements in the application of discretion to each case according to its particular circumstances, at the same time he imposed budgetary restraints in mandatory terms which were inconsistent with the intended flexible nature of the scheme."

This means that of two people found to be in the same degree of need, one would be funded while the other was not, because the budget had by that time been exhausted. A basic rule of law is that like cases should be treated in like manner, and indeed Social Fund officers are required to act fairly in relation to all applicants. However, this is

difficult to reconcile with the inherently mandatory nature of a cash limit set by a Secretary of State.

I have been rather surprised that comment on the case has so far come only from the left because the issues raised go to the heart of the objections by the radical right to state welfare. First of all it does not much like the language of needs. One free-market economist is supposed to have said once that a need is a want that you are not prepared to pay for, and behind this quip lies a more fundamental point.

Needs are identified by professionals: Social Fund officers, social workers, doctors and, in the case of children at school, by teachers and educational psychologists. This means that if the state is committed to meeting such professionally identified needs, its obligation becomes open-ended because of the elastic nature of needs and the autonomy of professional judgement. Hence, public expenditure is inexorably increased, as in-

deed happened under the grants system which preceded the Social Fund. (This also involved an appeal procedure, with a near 50 per cent success rate.)

The only constraint which can be put on this inexorable increase is to require professionals to link their identification of needs with the overall budget available for meeting them. A number of Conservative reforms, not only in welfare, are intended to bring budgetary considerations more directly to bear on the professional at the sharp end, whether it be the Social Fund officer, the head teacher, the GP or the consultant. However, this is bound to mean that like cases cannot be treated in like manner because, as the judges were told, one person may be denied help simply because the money isn't there. This was less clear in the past because specific services were not cash limited and cross subsidy could take place.

From the free marketeer's point of view this means that state welfare is incompatible with the rule of law, and welfare professionals have to act in arbitrary and discretionary ways. Thus they find the Social Fund deeply objectionable and think the funding of such special needs should be left to charity. Unlike the state, charities are discretionary and are not required to follow the principle that like cases should be treated in like manner. On this view, health and educational services should be privatized and individuals, after defining their own needs, should take out insurance at an appropriate level or pay the necessary fees. Again, a market system does not require the principle of treating like cases in like manner.

However, for those who reject this analysis, the issues arise implicitly in all those areas of the welfare state in which strict budgetary limits are prescribed. If the funds available to a doctor or a consultant are cash limited he may well be in the position of identifying the same needs in

two patients but be compelled to treat them differently because funds have run out once he gets to treat the second.

Again, the same problem arises. The professional identifies the same needs, but has to treat them differently because of budget constraints. The Health Service reforms are likely to lead to exactly the same issues of principle as the Social Fund.

This leads me back to Michael Meacher's point. Does his comment imply that the Labour Party would meet all needs professionally identified and not impose cash limits on welfare services? That seems unlikely. What has to be done to make the Labour Party position coherent is to say that certain kinds of needs - those of an urgent or exceptional nature, whether these are to do with health, poverty or education - will not be cash limited. Drawing the line is very difficult, but if it is not drawn then the Labour Party's ideas about welfare will be no more compatible with the rule of law than the Conservatives'.

The author is Professor of Politics at Southampton University.

Fitness, via fish with everything



CLEMENT FREUD

the blood and thereby making it less likely to clot.

The media want us to emulate this fine example of healthy living and tell us how to eat our way to health. Ebury Press, £5.99.

It was then that it occurred to me that the incidence of Market Harborough people being asphyxiated in igloos is nil. Records fail to show a single citizen of MH savaged by huskies, sustaining damage to life or limb by falling beneath the runners of a sledge, or getting poisoned by pemmican.

My book, which will be unembargoed, urges the denizens of Greenland, northern Canada, Siberia and Alaska to embrace the lifestyle of the good people of the south Leicestershire town and

live fuller, safer lives. As you might guess, my findings are less likely to thrill than are the doctors', for the Eskimo literary market is insignificant while we in more southerly climes purchase all the health books on which we can lay our hands.

What is certain is an upsurge in the sale of cod liver oil capsules and increased public awareness of the benefits of consuming oily fish. Although farmed salmon is now available at Billingsgate market for under £2.50 a lb - and coming down - it is actually necessary for the great British public to be persuaded to eat fish. The many fish and chip parlours that have become Oxfam shops and Chinese takeaways will soon

reopen as health centres, while Labour, whose policies these days enjoy a new elasticity, are toying with the introduction of fried fish on NHS prescription.

Returning to London from Mollington point-to-point on Sat-

urday, I passed The Seashell, just off Lisson Grove, and thought thinner blood might be the very thing on a cold March evening, especially as my wad of £20 notes had been thinned earlier in the afternoon at the races. There was a queue, it was short, and I joined it. No fuss. No bookings. No credit cards taken. A woman asked whether I would mind sharing a table in the no-smoking area and within minutes of arrival I was seated. First-course choices included fishcake £1.35; side dishes listed pickled cucumber 50p; for my main course I ordered fillet of haddock with chips or mashed potatoes £6.50; peas were 50p. I splurged.

Around me were people of

character and maturity, many were in their eighties but looked older. A goodly number of them had brought their grandchildren; at the next table sat a blind man with a seeing-eye dog at his feet. A couple who had been asked to share his table shouted "How's your dog?" And the blind man answered quietly that the dog was well. The woman then leaned down and asked the dog how he had found this place. The dog looked embarrassed.

The fishcake arrived, the shape of a baseball fried in breadcrumbs. I identified the potato content and the presence of parley, would not have put any money on fish being a constituent part. Haddock was a fine speci-

men, large and white and boneless, surrounded by crisp batter that would have benefited from salt and vinegar in its construction.

The chips were deeply disappointing, the peas tinny and dull, basins of tomato ketchup and tartar sauce were good. There was a home-made trifle on the menu. I ordered it. That was a mistake, but the bill was insignificant, the service friendly and efficient, the wine acceptable at £5.90 a bottle, and I liked the people with whom I shared my table.

A management consultant asked to make The Seashell more desirable might suggest that serving mashed potatoes that do not place two minuscule, foil-wrapped packets of Anchor butter on the bowl, rather by the side. As I left, the queue of people wanting a fish fix stretched 15 yards down the street.



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THE THIRD MINISTER

The imminent departure of Mr Peter Walker from the Cabinet is unfortunate. Not only is he the third minister in six months to announce that he is seeking fresher pastures but the timing seems politically embarrassing. No commander would have chosen, for whatever reason, to lose yet another lieutenant quite so soon. To do so when his party is besieged — and has a difficult battle in the offing — is not an experience which the Prime Minister can relish.

Yesterday's announcement, however, needs putting in perspective. There is no obvious sign of acrimony or anything untoward. Like Sir Norman Fowler earlier this year Mr Walker is leaving the Government for personal reasons. Unlike Sir Norman he is quitting the House of Commons — but then he has been an MP that much longer. Like others who seek early retirement from their jobs, he wants to go while young enough to do something else.

He will be a loss to Mrs Thatcher's Government. Not only is he the penultimate survivor (the other being Sir Geoffrey Howe) of the Prime Minister's original 1979 Cabinet, but politically his position is unique. He has represented a strand within the party which has opposed a number of Mrs Thatcher's tenets and, in his case, has never shrunk from saying so. Yet he has somehow kept his place near to the throne.

That he has done so says something for his political abilities. Agriculture minister in her first administration and Secretary of State for Energy in her second, he has ended up as Secretary for Wales. In dispatching him to Cardiff some three years ago the Prime Minister seemed to be sending him to Coventry — picking up a snapping terrier from her heels and putting him down where he could do less harm.

But he has brought to Wales the same vigour and enthusiasm which he once deployed to beat the miners' strike or to stimulate farm production in this country. His interventionist policies in Wales have reflected perhaps his economic views. His success in attracting Japanese investment and regenerating life in the Welsh valleys has been marked.

GLASNOST IN THE AIR

East-West glasnost took a dive, if only temporarily, last week when the "Open Skies" conference in Ottawa ended without a treaty being agreed. The 23 Nato and Warsaw Pact delegations found common ground on a number of current issues, including troop cuts and a framework for discussing German reunification; but not on the meeting's official *raison d'être*. The skies above their territories remained closed.

This failure is probably not permanent: they will try again in Budapest next month. But success will require a shift in Soviet thinking — a state of affairs which was once all too familiar.

When President Eisenhower first suggested 35 years ago that aerial surveillance should be permitted by the superpowers the Kremlin peremptorily dismissed it as a clumsy attempt to legitimise Western spying. President Bush revived the idea last May and both alliances have since agreed in principle. In practice, however, several obstacles have arisen.

On a number of points the 23 nations are as one. They agree, for instance, that a quota of surveillance missions should be drawn up and that 24 hours notice should be given. Air safety requires that flight plans be submitted.

They are also agreed that the planes should be unarmed and that an observer from the country being overflown should be on board. Although a variety of sensors could be used, signals intelligence (electronic "eavesdropping") would be banned.

At Ottawa during the last two weeks, however, the Russians raised a number of objections. In the first place they wanted the overflying aircraft to share all its data with the "host" country. That in itself is not an unreasonable point and Moscow is not alone in making it.

But they also wanted to create a "pool" of aircraft and equipment which would be used by all the nations taking part. From their point

of view presumably this would prevent the West (most notably the Americans) from gathering more than their fair share of information by making use of superior technology. But it would also be an expensive complication.

More seriously the Russians want to restrict the areas which the aircraft overfly, for security reasons, and to impose strict limits on the frequency of flights. Whereas the Western powers have been thinking about several each month the Russians are talking in terms of one a year.

The main purpose of the "open skies" proposal was to introduce a new confidence-building measure. For the last two decades the superpowers have relied on military satellites for surveillance. But despite the extravagant claims made for their usefulness, the height and precocity of their orbits limit both their reliability and their scope. The smaller nations, moreover, cannot afford them.

Aircraft flying under an "open skies" agreement would be able to swoop down below the clouds before using their high resolution cameras and sensors. For Nato, moreover, they could operate east of the Ural mountains — a vast expanse which will remain uncovered by any Conventional Forces in Europe (CFE) agreement.

Nor are such advantages one-sided. From a Soviet point of view, its air force could fly over North America — also well outside any CFE treaty area. But the restrictions on which the Russians are insisting would hardly build much confidence anywhere. They might, indeed, recreate mutual suspicion.

In one sense the projected treaty would come too late. The fear of a sudden attack upon the West has now receded. But truly "open" skies should open minds as well. These talks may be three decades overdue but are no less welcome for that. It is worth pressing for a realistic compromise.

CITY LIFE

Evidence of the transformation of Britain's "inner cities" is increasingly visible. To approach Sheffield along the lower Don Valley, for instance, is to traverse an old landscape in which new structures are taking shape. The cranes and concrete mixers are at work, and an industrial terrain is turning into a retailers' park. Moreover this is only one example, which can be matched in Newcastle-upon-Tyne, Manchester, Leeds, Middlesbrough and east London.

Government ministers cannot resist trying to link the building boom in the older urban areas with their cities programme. No harm was done by their claims the other day, however, when the Prime Minister and her colleagues joined in celebration of their *Action for Cities* programme. Indeed it was a useful occasion if only because Mrs Thatcher appeared to acknowledge (for the first time?) that local councils have an important role to play in the revival of inner cities. They assuredly do. Their capacity to mobilize civic pride cannot easily be replaced.

The Government has thus learnt a few lessons since Mrs Thatcher made her famous commitment to the inner cities on the steps of Conservative Central Office in 1987 — and the results are now starting to show. The principal lesson is that no politician should make grand pronouncements on the steps of party headquarters. It raises expectations unduly and encourages those who are waiting for a chance to criticize. *Action for Cities* has suffered because it promised too much. It may now be bedding down, however, because its authors have realized two things.

One is that a revival in inner area property values and ensuing redevelopment does not entail the revival of the communities who live

there. Buildings are going up and blighted landscapes are being transformed. What matters as much, however, are the skills and enthusiasm of the people who will occupy them. It is on the human plane that *Action for Cities* has until now been weakest.

Government plans for the redevelopment of people around. The list can be made to seem impressively long, encompassing city technology colleges, "Pickup" schemes for adult education, the training and enterprise councils and a plentitude of grants to voluntary groups. What is lacking is a sense of coherence. Local authorities should figure more in Whitehall's mind as coordinating bodies.

A second conclusion has been that there can be no national prescription: there is no generic inner city or a universal panacea. The Government seems to have half-realized this through its appointment of junior ministers with specific geographical responsibilities — though none of them has yet stamped his or her authority on the cities with the panache Lord Hailsham once imparted in Newcastle-upon-Tyne.

Leeds' civic traditions, its economy and capacity for transformation, could hardly be more different from those of the city of Liverpool. Recognizing that entails an administrative and fiscal system capable of distributing different sums of money differently; capable of putting in central leadership here while standing back there.

One of the curses of modern British life has been a fear of what the parliamentary draftsman call hybridity: the absence of general applicability. Any successful scheme for the inner cities must begin by renouncing any claims to being a *scheme*. It must start to build on the varied, local circumstances of each urban entity.

Control systems for sea traffic

From Vice-Admiral Sir Ian McGeech

Sir, It would be a mistake to blame the International Maritime Organisation (IMO), as Mr Max Nicholson does (February 26), for the number and gravity of marine accidents causing ecological and environmental damage.

In 1960 IMO assumed, on behalf of the UN, responsibility for updating the International Convention for the Safety of Life at Sea (SOLAS), which came into being in 1914, following the sinking of the Titanic with the loss of 1,500 lives.

The current list of IMO publications contains nearly 600 items, of which 29 relate to "marine environment protection". If the flag, coastal and port states which are parties to the various agreements would enforce them the work of IMO would be cost-effective.

As things are, anarchy tends to prevail at sea, mitigated only by the efforts made by some owners, operators and shipmasters to maintain high standards of safety as well as profitability in the face of unscrupulous competition.

It is not time that all shipping was required to carry the equivalent of the registered number plate which is mandatory for motor vehicles? The monitoring of vessel traffic in coastal waters depends upon radar, so largely, does safety of navigation, both as to the avoidance of collision and grounding.

Radar echoes are anonymous, however. Midair (marine identity data automatic response) would enable selected radar echoes to be identified. It was first brought to the notice of the marine division of the Department of Trade early in 1977, but no support resulted. Repeated representations over the years to what has become the marine directorate of the Department of Transport have met with a blank response.

Luckily for marine safety, if not for British industry, the Netherlands Ministry of Transport has commissioned a study of methods of improving communications between vessel traffic service centres and shipping, including reliable identification of ship's echoes on radar displays.

Yours etc,
IAN MCGEECH (Director),
Midair Systems Ltd,
Hatfield Peverel,
Chelmsford,
Essex.
February 26.

Established views

From Mr Leslie Knox
Sir, Before the new director-general of the Institute of Directors continues his attack on the Church, the middle classes and anyone else with a compassionate attitude to the casualties of society (report, February 28) he might reflect on two matters.

First, the number of his members who are actually involved in manufacturing goods. Secondly, the number of his members whose wealth comes from buying and selling companies (and people), with unlimited rewards for the successful, golden handshakes for the failures and a cavalier attitude to shareholders.

Yours faithfully,
LESLIE KNOX,
9 Dunsdale Road,
Hollywell,
Northumbria.
February 28.

Poll tax anomalies

From Mrs Barbara M Berridge
Sir, Mr Abbott (February 27) is right when he says of the community charge, "a property tax after all". I am a residential worker during school terms, but maintain in the same town my own small home for use on my one free night a week and during school holidays.

The solution, according to our registration officer, is to charge me about £400 personal community charge at work and twice the standard charge, i.e., about £800, on my property. My rates were £398 per annum. A far-reaching tax indeed.

Yours faithfully,
BARBARA M. BERRIDGE,
The Quaintocks,
22 Linden Road,
Bedford.
February 28.

Student loans

From the Principal and Vice-Chancellor of Edinburgh University

Sir, A substantial expansion of higher education would bring considerable benefit to this country, but it would be expensive. The Government believes that students should contribute to the cost by paying fees; this is also the Opposition's policy?

The Page report (details, February 1) recently proposed that universities be encouraged to charge fees of about £400 p.a. to veterinary students to help pay for increasing the numbers being trained.

A major issue of principle is involved. If higher education students generally are to be charged such fees, their cumulative debt burden (fees + student maintenance loans + loss of housing benefit/social security + current debt levels) would rise to at least £1,200 — £1,500 p.a.

Charging fees is politically unpopular, which explains why universities are being manipulated

Steps to counter immigration fraud

From Mr Philip Redfern

Sir, The report on Operation Goldring (details, February 26) says that sham marriages and impersonation are widely practised in order to deceive the immigration authorities.

These fraudulent activities would be made more difficult if the system of registering births, marriages and deaths were improved; each registration of a marriage or a death should be linked in the Registrar General's office to the person's birth registration, thus creating at St Catherine's House a register of persons (and their marital status) instead of just a register of events.

That would inhibit many of the sham marriages, as well as the impersonation of people who are already married or deceased. The inclusion in the register of a person's current address would be an additional obstacle to impersonation through the fraudulent use of someone else's birth certificate.

Proposals to develop the registration system along these lines have been made by past registrars general and, as a response to the invitation in the December, 1988, Green Paper on the modernisation of the registration service, similar proposals were put to the present Registrar General. But the recent White Paper, *Registration: Proposals for Change*, ignored these representations because, we are told, ministers do not want population

registers discussed in the context of modernising the registration service.

Of course there are important arguments about privacy and freedom to be taken into account in evaluating the case for upgrading the existing register of vital events into a register of persons. But such a register would help to resolve many other problems that are worrying ministers, particularly if the register included current addresses.

These problems include social security fraud, low take-up of targeted benefits, enforcement of a father's obligation to maintain his children, tax evasion and the black economy, incomplete electoral registers, inefficiencies in public administration, failures in the system for recalling women for cancer screening, problems in epidemiological research, and how to respond to the proposed open borders of 1992.

A study in depth of the registration options is needed, not the outright rejection as in last month's White Paper. Sir John Boreham (article, July 30, 1985) described our personal record systems as "ramshackle", to which I would add "and a charter for cheats".

Yours faithfully,
PHILIP REDFERN (Deputy Director, Office of Population Censuses and Surveys, 1970-82),
17 Fulwith Close,
Harrogate, North Yorkshire.
March 3.

Lifting sanctions on South Africa

From Mr Glen Babb, MP (National South African Parliament)

Sir, A vast industry has grown up around anti-apartheid activities. This industry has adopted found a formula to pick the pockets of the conscience-stricken, governments and international organisations. The budget of the UN Committee against Apartheid and other UN committees has dispensed more than \$140 million per annum for more than a decade.

A cohort of people have a vested interest in seeing this industry survive: there are task groups, anti-apartheid movements, committees against racism whose very existence is threatened by the South African Government's determined changes in policy direction. I note a desperation in the industry's attempts to maintain its relevance.

Judged on past performance, the anti-apartheid industry represents a ball and chain on the ankle of reform and progress in South Africa. It serves their interests to sow suspicion, maintain a superannuated stereotype of South African society and rally around sanctions. If this is what the anti-apartheid groups continue to subject us to, they will hinder development and give further reasons for right-wing resistance.

Yours faithfully,
GLEN BABB,
House of Assembly,
PO Box 15,
Cape Town 8000, South Africa.
February 23.

From Mr Roel H. Gorts
Sir, I would like to refer to your editorial (February 21) supporting the British Government's decision to unilaterally lift the ban on new investments in South Africa.

Ironically, the best vindication for the British Government's decision has come from the EC Foreign Ministers themselves. Their statement on the annual report on the EC Code of Conduct for EC companies in South Africa, issued on February 20, during the same meeting in Dublin, concludes as follows:

"The Twelve believe that the measures taken by European companies (in South Africa) in the implementation of the Code of Conduct have

contributed to furthering their policy aimed at achieving the elimination of apartheid by peaceful means

Apart from the need at this stage for concrete signs of encouragement to President de Klerk, it is obvious from this statement that the banning of new investments by these EC companies is a contradiction and that the decision of the EC to maintain this ban can therefore only be regarded as counterproductive in terms of their own stated objectives.

Yours sincerely,
ROEL H. GORTS (Minister),
South African Mission to the European Communities,
Rue de la Loi 26 (Boite 14-15),
1040 Brussels, Belgium.
February 26.

From Mr K. J. Costa
Sir, Mr Gerald Kaufman ("Why sanctions must stay", February 27) takes a very static and legalistic view of foreign policy. He recites selections from UN, EC and Commonwealth communiqués, arguing that Mrs Thatcher is in breach of the sanctions policies of these bodies. But in formulating these resolutions, although the release of Nelson Mandela might have been hoped for, no one could have anticipated the dynamic changes brought about by President de Klerk's actual announcement.

Mr de Klerk has not merely released Nelson Mandela, he has also unbanned the ANC. Who could have expected this? And now his Government is committed not merely to the incidental reform but to the substantive transformation of the whole of South African society. The end of apartheid and of the National Party as ruler is signalled.

In this context the release of Mr Mandela has been an event of unsurpassed joy. Not merely on humanitarian grounds but because his release and the unbanning of the ANC set an axe to the tree of apartheid. The falling has begun: the process is irreversible and sanctions should now be lifted.

Yours sincerely,
KENNETH COSTA,
95 Thurleigh Road, SW12.
February 27.

Twyford Down

From the Editor of Landscape Design

Sir, The ministerial decision to destroy scheduled ancient monuments on Twyford Down (leading article, February 28), to slice open sites of special scientific interest and degrade an area of outstanding natural beauty is really quite breathtaking in its arrogance. It suggests that the decision process must be flawed.

In the space of two weeks the secretary of state for transport announces a massive investment programme in roads, stressing its environmental responsibility, and

they are paid off over a period of about six years.

Contrary to popular belief, starting salaries for second officers in airlines are quite low — much lower than the starting salary for a science or engineering graduate, and lower still when the loan instalment is deducted. There is in fact keen competition to gain airline sponsorship for pilot training and the commitment to repay a large loan is accepted as a matter of course. The single-minded determination of the aspiring professional pilot quite outweighs any consideration of what the cost might be.

If aspiring graduates were only half so determined to gain a good degree as an essential qualification for a professional career then we would see students eager to accept loans to cover the whole of their university course. The result would be a higher proportion of good-quality graduates in worthwhile subjects.

Yours sincerely,
S. J. WEST-ORAM,
Durno House, Durno,
Inverurie, Aberdeen.
February 27.

CPS functions in the dock

From Dr Paul Robshaw

Sir, One measure of the effectiveness of the Crown Prosecution Service (report, February 19; letters, February 22) is the number of crown court defendants pleading not guilty who are discharged before the jury is empanelled — discharge being a judicial act, but usually initiated by the prosecution.

The following statistics record the situation in 60 crown courts in 23 CPS areas in five circuits, excluding the South-east. They cover 1987 and 1988.

The median rates for defendants discharged in these circumstances was 15 per cent at Wakefield in 1987 and 18 per cent at Newport, Isle of Wight and Dudley in 1988. For the minority of most serious defendants remanded in custody the median was 8 per cent at Liverpool in 1987 and 15 per cent at Swansea and Swindon in 1988. The range was very wide, with seven courts in 1987 (six in 1988) having rates under 10 per cent and four more than 33 per cent (three in 1988).

There were also large swings between years — for example 18 per cent (the median) at Dudley in 1987 was followed by 43 per cent there in 1988. Durham discharged 11 per cent in 1987 and none in 1988.

Such figures clearly lend themselves to a wide variety of interpretation, and certainly no service 25 per cent below strength is likely to get everything right; but on this evidence proper staffing is no guarantee of improvement.

Close research of local attitudes and procedures, "file-following", both for CPS lawyers and appointed agents may seem a modest proposal, but the CPS should be encouraged to put its acceptance of these principles into effect.

Yours sincerely,
PAUL ROBERTSHAW,
University of Wales,
Cardiff Law School,
PO Box 427,
Cardiff.
February 23.

From Mr C. J. Cunningham
Sir, Mrs Wright (February 22) recommends filling the administrative jobs in the CPS with "experienced, non-legally trained administrators with which the Civil Service abounds". I disagree.

When Government Communications Headquarters (GCHQ) was set up at the end of the war, virtually from scratch, to continue certain work in the intelligence field, it was recruited from people who had been shown to have, or were believed to have, certain skills. I was one of them. We were by and large enthusiasts for our work, by and large, we were not administrators. So Mrs Wright's solution was adopted.

The result was disastrous. The men from Whitehall did not understand us and our skills and problems; we did not understand them. Years rolled into decades, and we were still trying to batter out a basic staff and salary structure: an "us" and "them" situation developed and relations deteriorated from distrust through dislike to something near to detestation.

I can only say of Mrs Wright's solution to the CPS troubles, with all the strength and conviction I can muster, don't do it!

Yours faithfully,
CHARLES CUNNINGHAM,
St Ives's Chambers,
Fountain Court,
Steelhouse Lane, Birmingham 4

Trust in the office

From Mrs Pamela Brown

Sir, Over 10 years ago I wrote, in an HMSO report (*Application of Race Relations Policy in the Civil Service*), that the special skills of personnel management were not sufficiently recognised in the service. Since then, the service has developed links with the Institute of Personnel Management and has used its training resources, but I see this as merely cosmetic.

No one in Whitehall displays any real understanding of what personnel management is about or what its practice can achieve. The service is not equipped with enough specialised knowledge for the development of personnel policies and practices which enable individuals to make their own decisions in managing their staff. More trust is placed in paperwork systems than in individual managers, so that the machinery grinds on, regardless of events.

Fundamental changes are needed if trust is to develop. When people are trusted their loss is felt. Yours faithfully,
PAMELA BROWN,
Hillwood, Oak Lane,
Sevenoaks, Kent.
February 26.

In case of need

From Mr John Simpson

Sir, With reference to Mrs Balsom's letter on *cris de coeur* (March 1), I was present at a recording of BBC's *Mastermind* in Bristol last autumn when a controversy arose regarding the orbital behaviour of the extreme planets in our solar system. This gave Magnus Magnusson the opportunity to enquire of the audience, "Is there an astronomer in the house?"

There was.
Yours faithfully,
JOHN SIMPSON,
9 Worcester Terrace,
Chifton, Bristol, Avon.
March 1.



COURT AND SOCIAL

COURT CIRCULAR

BUCKINGHAM PALACE
March 3: The Duke of Edinburgh, President of the "Glasgow's Glasgow" Exhibition, Midland Street, Glasgow, and was received by Her Majesty's Lord-Lieutenant for the City of Glasgow (Mrs Susan Baird, the Right Hon Lord Provost).

His Royal Highness, President of the British Amateur Athletic Board, later presented the British Amateur Athletic Board Trophies in the City Chambers and was received by the Chairman of the Board (Miss Maria Hartman).

In the afternoon The Duke of Edinburgh, President of the British Amateur Athletic Board, opened the 21st European Indoor Athletic Championships, Kelvin Hall International Arena, Glasgow.

Major Sir Guy Acland, Bt, was in attendance.

The Prince Edward, Chairman of the Duke of Edinburgh's Award Special Projects Group, today continued his visit to Queen's, His Royal Highness visited Lake Windermere, Waterhead, the Charlotte Ma-

Today's royal engagements

The Princess Royal, as patron of the National Association of Victims Support Schemes, will visit the "Children as Victims" project at 221 Bedford Road, Kensington, Bedford at noon as President of the Save the Children Fund, will visit St Luke's Project, 92 Stretton Avenue, Cambridge, at 1.35; visit the Barn Community Education Centre, Cambridge, at 2.45; and a seminar at the Garden House Hotel at 3.20. Later, as Patron of the HFT Development Trust, she will attend a reception of the trust at Buckingham Palace at 7.00.

Princess Alexandra will attend a dinner and cabaret by Ella Fitzgerald at Grosvenor House at 7.45 to mark the launch of Jazz FM, the first jazz radio station for London.

University College London, Gower Street

Professor Bernard Cohen will give his inaugural lecture on "The Artist's Studio" in the Chemistry Auditorium, Christopher Ingold Laboratories, Gordon Street, W.C.1, on March 13, at 5.30 pm. Admission is free, without ticket.

Forthcoming marriages

Mr E.J.S. Rutland and **Miss S.C. Summers**
The engagement is announced between Mr E.J.S. Rutland, only son of Mr David Rutland and Lady Davis, and Serena Claire, elder daughter of Mr Mark Summers and Mrs Jonathan Crouch.

Mr R.J. Cleaver and **Miss E.A. Carrell**
The engagement is announced between Mr R.J. Cleaver, of Urbanville, Iowa, and Mrs Jo Ann Ferguson, of Cedar Rapids, Iowa, and Elizabeth, daughter of Mr and Mrs Byron Carrell, of Chippewald, Hertfordshire.

Mr J.S. Cowie and **Miss E.S. Philpott**
The forthcoming marriage is announced between Jonathan, eldest son of Mr and Mrs Simon Cowie, of Clavering, Suffolk, and Elizabeth, daughter of Mr and Mrs J. Philpott, of Roseway, Wood Way, Oxtford, Kent.

Mr P.T. Donnelly and **Miss E.M. Hogan**
The engagement is announced between Mr P.T. Donnelly, of Crosby, Merseyside, and Elizabeth, daughter of Mr and Mrs E. Hogan, of Westbury, Wilt.

Mr S.P.J. Dunn and **Miss A. Williams**
The engagement is announced between Mr S.P.J. Dunn, of Cresshill, Glasgow, and Amanda, daughter of Mr and Mrs E. Williams, of The Dove Inn, Tudwell, Gwynedd.

Mr A.T. Fleming and **Miss J.F. MacIntyre**
The engagement is announced between Mr A.T. Fleming, of Tunbridge Wells, happily announces the forthcoming marriage of her second son Andrew Thomas to Fiona Jane, daughter of Mr and Mrs Angus MacIntyre, of Inverary.

Mr J.G. Grimwade and **Miss J.J. Izard**
The engagement is announced between John Grimwade, elder son of Mr and Mrs J. Grimwade, of Eppingham, Surrey, and Julia Jane, daughter of Mr and Mrs James Izard, of Oxbott, Surrey.

Captain J.I. Tozer DERR and **Miss L. Kibble**
The engagement is announced between Captain J.I. Tozer, of Paignton, Devon, and Lorraine, daughter of Mr and Mrs P.D. Kibble, of Hong Kong.

Marriages

Baron Charles L. Schrager von Althausen and **Miss N.J. Lovett-Standing**
The marriage took place at St Katharine's, Merstham, Surrey, on Saturday, February 24, 1979, between Miss Nicola Jane Charles-Lovett-Standing and Baron Charles L. Schrager von Althausen. The Rev Canon Philip Duval officiated.

The bride was attended by Miss Katrina Penney and Master Dominic Henry.

The reception was held at The Oaks, Merstham, and the honeymoon is being spent at far away as possible.

Mr M. Harrop and **Miss L. Young**
The marriage took place on Friday, March 2, at St Paul's

COURT AND SOCIAL

son College of Education, Ambleside, and the Phoenix Centre, Windermere.

Lieutenant-Colonel Sean O'Dwyer was in attendance.

This morning The Princess Royal, President, Royal Yachting Association, opened the Sailboat '90 Royal Yachting Association National Display Show at Crystal Palace, London.

In the afternoon Her Royal Highness, Patron, Scottish Rugby Union, attended the Wales v Scotland match at Cardiff Arms Park, Cardiff, and was received on arrival by Her Majesty's Lord-Lieutenant for South Glamorgan (Mrs Susan Williams).

The Princess Royal was attended by The Hon Mrs Legge-Bourke.

Birthdays today

Lady Elizabeth Basset, royal secretary, 82; Admiral Sir Simon Cassels, 62; the Earl of Crawford and Balcarres, 63; Sir Frank Figueras, civil servant, 80; Professor C.P. Fitzgerald, historian, 88; Sir Rex Harrison, knight, 82; Mr Anthony Hedges, composer, 59; Archbishop Bruno Heim, former Apostolic Pro-Nuncio, 79; Mr R.A.E. Herbert, president, Royal Horticultural Society, 56; Mr Richard Huxton, conductor, 42; Mrs Ann Longley, headmistress, Rodean School, 48; Lord Marshall of Goring, 58; Sir Derek Mitchell, civil servant, 68; Miss Elaine Paige, singer, 38; Sir Jack Rumbold, former president, Industrial Tribunal, 70; Mr Barry Tuckwell, horn soloist and conductor, 59; Mr Des Wilson, co-chairman, Campaign for Freedom of Information, 49.

The Oratory School

Music Scholarship Examination. The following Awards have been made with effect from September 1970:

First Prize: Robert Lewis (Hemel Hempstead School, Herts); Christopher Jones (St Albans School, Herts); Christopher Jones (St Albans School, Herts); Christopher Jones (St Albans School, Herts).

Second Prize: Robert Lewis (Hemel Hempstead School, Herts); Christopher Jones (St Albans School, Herts); Christopher Jones (St Albans School, Herts); Christopher Jones (St Albans School, Herts).

Third Prize: Robert Lewis (Hemel Hempstead School, Herts); Christopher Jones (St Albans School, Herts); Christopher Jones (St Albans School, Herts); Christopher Jones (St Albans School, Herts).

Forthcoming marriages

Major P.B.M. Holdsworth and **Miss R.J.F. Dutton**
The engagement is announced between Major P.B.M. Holdsworth, 1st The Queen's Dragoon Guards, eldest son of Major and Mrs B. Holdsworth, of Abbotswell, South Devon, and Belinda, daughter of Colonel and Mrs T.E. Dutton, of Wodhampton, Wiltshire.

Mr R.J. Homewood and **Miss E.J. Marrow**
The engagement is announced between Mr R.J. Homewood, eldest son of Mr and Mrs R. Homewood, of Sedlescombe, East Sussex, and Brenda, daughter of Mrs J. Morrow, of Steyning, West Sussex, and Mr W.E. Morrow, of Hunt Green, East Sussex.

Mr J.J. Marchant and **Miss A.L. Neill**
The engagement is announced between Mr J.J. Marchant, second son of Mr and Mrs Derek Marchant, of St John's Wood, London, and Anna Lisa, eldest daughter of Mr and Mrs Trevor Neill, of "Glenagarry", Binalong, NSW, Australia.

Mr T.O. Moe and **Miss L.G.S. Norris**
The engagement is announced between Mr T.O. Moe, eldest son of Mr and Mrs O. Moe, of Dröbak, Norway, and Rebecca Gunvor Sahlin, elder daughter of Mr and Mrs Dennis G. Norris, of Cresshill, Glasgow, and St Paul de Venice, France.

Mr A.N.R. Neddeman and **Miss V. Radley**
The engagement is announced between Mr A.N.R. Neddeman, son of Mr and Mrs V. Neddeman, of Breatwood, Essex, and Miss V. Radley, of Breatwood, Essex.

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Mr M. Harrop and **Miss L. Young**
The marriage took place on Friday, March 2, at St Paul's

Lady Olwen Carey Evans, the last surviving child of David Lloyd George, Liberal Prime Minister from 1916 to 1922, died on March 2 at the age of 97 at her home in Criccieth, North Wales, following a short illness.

Her death marks the end of a great Welsh political dynasty that started with her father and included a brother who was to become a Conservative government minister, Gwilym Lloyd George, and a sister, Lady Megan Lloyd George who was a Labour MP.

Lady Olwen was the third child of Lloyd George's first marriage and the one who was to give active and moral support to the rest of the family. She never entered politics herself, but was always there to sustain the others. She was a life-long Liberal, probably the last great Liberal standard-bearer in Wales.

To her the family was the most important thing and when her sister Megan defected to the Labour Party after losing her Liberal seat in Anglesey to Clodwyn Hughes, no Lord Clodwyn there was no question of any family rift.

Lady Olwen was born on April 3, 1892. She went to London with her family as a small girl and was educated at schools in Wandsworth before going to Roedean and on to finishing school in Europe. In 1917 she was married from Number 10 Downing Street, at the Welsh Baptist Chapel in Castle Street, Marylebone, to Thomas Carey Evans who was to become surgeon to the Viceroy of India, then Lord Reading. They lived for a number of years in India and



subsequently returned to London, where Sir Thomas— he was knighted in 1924— set up in practice in Wimpole Street.

They retired to Criccieth, Lady Olwen's birthplace, in 1945, the year of her father's death. Only two years later her husband died.

She was widowed longer than she was married and outlived the rest of the family by a considerable stretch. Her elder sister Mair died in adolescence; Lady Megan died in 1966 and her two brothers shortly afterwards. But Lady Olwen, mother of four, was to continue to live a particularly active life, working unstint-

ingly for local charities right up until her death and until very recently for the Liberal Party. Always a spirited and determined lady, she passed the advanced driving test when she was 78.

She was made a Dame Commander of the British Empire in 1969 for her services to Wales.

After Lady Megan joined the Labour Party, Welsh Liberal campaigners turned increasingly to Lady Olwen as their standard-bearer, a role she filled with pride and dedication.

In 1973 she tried unsuccessfully to prevent the BBC broadcasting a film about her

SQN LDR MAURICE SOUTHGATE

Stimulating French resistance, surviving Buchenwald

Squadron Leader Maurice Southgate, DSO, a leading British organiser with the French resistance in the Second World War, who survived Buchenwald, has died near Paris aged 76.

Though his parents were British, he was born in 1913— and brought up in the French capital, and could easily pass as French. Skilled with his hands, he made furniture for a peacetime living.

In 1939 he crossed to England to join the Royal Air Force, and was a sergeant in a supply unit, back in France, by June 1940. He was on board the Lancastria when she sank off St Nazaire, with the loss of over 3,000 lives. He swam ashore, and felt he had been given his life back by providence he was ready to take risks.

Southgate joined one of the

last convoys back to England; and, thanks to his perfect French and stable personality, found his way into the Special Operations Executive. After paramilitary, parachute and security training, he was dropped into southern France in January 1943, with the brilliant Jacqueline Neume.

They teamed up with Pearl Witherington (later Miss Cornioley), another astounding personality, and with the Mauritan Dede Maignard as their wireless operator. This extraordinary quartet travelled, more often apart than together, all over central France, sounding out and then assembling and arming teams of saboteurs, who were to play a critical part in denying the Germans control of their lines of communication after the Normandy D-Day landing in June 1944.

Southgate was withdrawn to

England by light aircraft for a month's rest and retraining in October 1943; work after he parachuted back was more hectic than ever. In April 1944 as many as 16 agents were dropped for his reception committees.

On May 1, five weeks before D-Day, he was caught in a German police trap at an electrician's shop at Montluçon (Allier) where one of his sub-agents worked. Every customer who called that day was arrested. His cover as a customer held up; his private reaction, he said long afterwards, was: "At last I can sleep."

A fellow agent who had trained with him, taken nearby as the result of another police trap, was so unnerved at being caught that he gave away Southgate's identity as "Hector". The Germans were delighted to have caught him:

father which touched on his highly eventful sex life. But after transmission she admitted to having enjoyed the series. In 1985, when already into her 90s, she published a book of memoirs, *Lloyd George was My Father*.

She was a formidable speaker both in Welsh and in English and an active member of both communities. She always lent her support to the National Eisteddfod of Wales, with which the family had long been closely associated. Her cousin William George, a Criccieth solicitor, is Archdruid elect of Wales, and a local county councillor.

When he stood for election last May as an independent, Lady Olwen, despite her years, was out on the streets campaigning for him.

She worked for a number of charities, but most particularly for the National Society for the Prevention of Cruelty to Children, the Royal National Lifeboat Institute and on behalf of the blind.

Her role was never simply as a patron of these causes. She was an active member and only two weeks before her death she attended a local NSPCC function.

A tall, white-haired woman, she much resembled her mother. She did not have the political flair of her younger sister Megan or of her brother Gwilym, but she remained very much a Lloyd George, the family described by one Labour politician as Wales' one and only political dynasty.

She is survived by her two sons and two daughters.

IPHIGENE OCHS SULZBERGER

Keeping the conscience of the New York Times

Ipigene Ochs Sulzberger, who, as matriarch of the family that controls *The New York Times*, exercised a quiet but decided influence on the newspaper for most of this century, died on February 26 at her home in Connecticut. She was 97.

Ipigene Sulzberger was the daughter of one publisher of *The New York Times*, wife of a second, mother-in-law of a third and mother of a fourth. She sat on its board for 56 years, and *The New York Times* recalled in an editorial, "was something like its conscience."

Although devoted to her family and the newspaper, she was also a noted philanthropist, known for her broad range of interests, from parks to polar exploration. Admiral Richard Byrd, the explorer, gave one of her names to an Antarctic waterway, Sulzberger Bay.

Her own anecdotal memoirs, recounted to a granddaughter at the age of 87, were printed privately for friends and family in 1979. They were published two years later as a book under the title *Ipigene*. In a foreword, Barbara Tuchman, the American historian, wrote: "She is high class in every way a woman can function—in devotion to family, in strong social conscience, in elegance of person and winning ways that gain her end, in alert intelligence and energy and unfailing curiosity, in friendship and a welcoming home."

Born on September 19, 1892, Ipigene Bertha Ochs was the only child of Adolph and Ipigene Wise Ochs. Her father was then proprietor of *The Chattanooga Times* in Tennessee, but four years later he bought the faltering *New York Times*.

The future Mrs Sulzberger was educated at home until the age of eight, when she was taken on her first Grand Tour of Europe. She then attended

Prof W D McHardy writes:

To the excellent account (obituary of February 14) of the life and work of Colin Roberts, I should like to add a footnote.

It is true that he "took a deep interest in the *New English Bible*", but his contribution to that volume went much further, for not only was he consulted on details of translation but he also supervised, unobtrusively and with considerable diplomatic skill, the teams of scholars and churchmen who produced the text.



school in New York and went to Barnard College. In her last year at Barnard she took, much to her father's chagrin, a course at the Columbia School of Journalism. He felt that a newspaper office was no place for a woman.

During her college years, she met Arthur Hays Sulzberger, the son of a cotton merchant. The two were married on November 17, 1917, after she accepted his second marriage proposal made, as she liked to recall, "in the grounds of a local lunatic asylum."

When her father died in 1935, her husband became publisher of *The New York Times*. He was succeeded by her son-in-law, Orvil Dryden, and then by her son, Mr Arthur Ochs Sulzberger, who holds the post today.

At least once, Ipigene Sulzberger was herself responsible for a journalistic scoop. In August 1944 a young Chinese diplomat passed to James Reston of *The New York Times* a document detailing secret decisions on the future structure of the United Nations, including the concept of veto power at the Security Council. The leak was inspired by the US who, according to her memoirs, she had "made eyes at" while studying at Columbia Journalism School.

COLIN ROBERTS

When the Joint Committee of the Churches decided to set in train what was to become a major revision of the *New English Bible*, and which was published last year as the *Revised English Bible*, Roberts played a leading part in guiding the initial stages of the work.

After his retirement from the Oxford University Press he served as a member of the panel which produced the revision of the Apocrypha, and here his wide knowledge of *koine* was of signal value to the project.

Robert Kernohan

Unable to serve two masters

The New Testament warns us not to serve two masters, and I have decided not to try. But the two masters are not, as some of my Scots Presbyterian readers may suggest, the Kirk and Conservatism. They are the Church structure and the Christian conscience.

I am not as sure as Martin Luther was that my conscience is captive to the Word of God. Some of those who preach the Word to me have almost confused me about what it is. And I find it extraordinarily hard, using the right of private judgment, to know what it means or what Jesus, in whom the Word became flesh, says about sanctions or poll tax. He would not have got on a Tory short list and He would have been necklaced in Soweto.

All of us who work for organizations know that we often have to go against our judgement and inclination. Even in Protestant Churches

I have found it increasingly hard to speak my mind

we are conditioned to believe that the Holy Spirit works through the structures of the divine institution. But the Christian individual has rights too, as Eastern Europe is discovering in its Glorious Revolution, and duties. And I am not sure whether it is as a right or a duty that I am quitting a job which became a vocation. I have found it increasingly hard to speak my mind and encourage those whom I think should be heard without appearing to go against the consensus of the Kirk's political establishment and the policies to which it has inducted the General Assembly to assent. I have come to dread the pressures which might build up—within me as well as on me—as the next British General Election approaches and as the Kirk, associated with the "Scottish Constitutional

Robert Kernohan, for 17 years editor of the Church of Scotland's magazine *Life and Work*, last week announced that he is to resign and seek early retirement, largely because of the political climate in the Churches. He is a former Tory candidate and for four years was Director-General of the Scottish Conservative Central Office in the Heath era.

Convention" helps Labour to play its near-nationalist card.

But there are already too many first-person pronouns in this article. It is better to use it to seek consideration for three ideas which Christians (and others) with different political prejudices might not wholly reject. The first is relevant mainly to the "Scottish Question". The Kirk likes to present itself as the custodian of Scottish identity and nationality, as in many ways it is. The notion appeals to many Scots who are otherwise indifferent to it and rarely join its worship. The General Assembly has consistently if vaguely backed some form of self-government within the United Kingdom for 40 years, though the Church and Nation Committee got rapped sharply over the knuckles when it seemed to be campaigning for a "Yes" vote in the Callaghan 1979 referendum. But from a true historical perspective the Kirk's is not a nationalist tradition. It opted at the Reformation for the English Bible and not the French alliance. It backed the Union and the Hanoverians. Its great Victorians, Chalmers and Charteris, were philosophical conservatives and economic liberals. The Kirk is not necessarily true to itself when it inclines to nationalism or socialism.

Secondly, the enthusiasm for political involvement, which in Scotland and elsewhere tends to left-wing alignment, is very much a minority taste in the churches. Even in Scotland the Conservative minority in the Kirk is certainly much larger than the overall proportion of Tory voters. More important, the political attitudes which are popular at the General

Assembly—and which Tories find divisive—rarely seem to be reflected in congregational life. That is both a blessing and an under-rated fact of significance. It is also significant that the anti-Thatcher line which is popular with the Scottish media has done nothing to reverse the decline of the Kirk's nominal membership. Its signs of revival are often on the theologically conservative wing, which is less committed to politics than the liberal one.

Thirdly—and here personal experience must necessarily intrude—parts of the Church's committee structures and secretariat increasingly show reactions and reflexes more appropriate to a party organization. I say the Church and not just the Kirk because the most predictable reactions are often from ecumenical bodies, particularly from the British Council of Churches on racial matters and immigration. Party organizations inevitably pre-judge proposals from their opponents and give them no benefit of any doubt. They are conditioned to suspicion. I have belonged to one and know how those in it are affected by the environment and the team spirit.

The same mood (or so it seems to me) has marked Church reactions to every belated attempt by the South African Government to tackle its moral and practical dilemmas and every attempt by the white Dutch Reformed Churches in South Africa to return to the mainstream of the World Church.

A similar mood, perhaps now chastened by events in Nicaragua, has conditioned an inherently desirable attempt to establish more contact with Latin American Christianity and has begun to

complicate Christian-Jewish relations. A generation ago few Christians dared to criticize Israel and the Arab case was neglected. The tables seem to have been turned and too little weight is given to the inherent anxiety and insecurity of Israel.

Even the dramatic and so largely unexpected pace of events in Eastern Europe seems to have taken the Church unawares and caught its political establishment not only unprepared but unsurprisingly uncertain. Are there guilty consciences over past claims about religious freedom in Russia, past neglect of those who suffered double discrimination from nationalist as well as anti-religious motives? I would like to think that the subdued cheers from the Church reflect no more than anxieties for the future as old conflicts reappear and great expectations stay unfulfilled. And I confess that we all make

Are the Churches missing true prophetic insights?

mistakes. When I published a couple of articles a year ago by Michael Bourdeaux of Keston College (for whom I have the greatest admiration) I thought he was being carried away, at least in suggesting the extent of the help that Soviet Christians might ask of us and which might become practicable. I was wrong. Not for the first time, it looks as if he may have been a true prophet.

Are the Churches so committed and so structured today that they miss such true prophetic insights? Have they so defined God's work that they have lost a true sense of His sovereignty? Have they so redefined the idea of incarnation that they are in danger of losing a sense of the unique wonder and divine purpose of the Son of Man, in whom we see God?

Nature notes

Sparrow-hawks are soaring over their territories, or calling with plaintive cries among the trees. This is the only time of year when they are so vocal and conspicuous; normally they glide silently along the woodland edges as they hunt for ducks and chaffinches.

Great spotted woodpeckers are drumming in loud bursts on dead branches. This is a warning to rivals not to enter the drummer's territory; but if one ventures in, the occupant will attack it, flying up at it fiercely from below. Green woodpeckers do not usually drum, though they sometimes tap on a tree-trunk.

When excited, they thrum strobbers by ruffling up the red feathers on their crowns, and rearing their head vigorously from side to side as they hang on the bark.

Hawthorn buds are breaking, and the first horse-chestnut leaves are opening among the sticky bud-scales. On sallow bushes, the male catkins are large and fluffy and laden with yellow pollen, much earlier than usual in this very forward year.

The blue flowers of lesser periwinkle are out, half-hidden by the bright green leaves. Brimstone butterflies are coming out of hibernation, and the bright yellow males career along the woodland rides.

DJM

published in 1989 of not more than 10,000 words.

In previous years the Prize has been won by Edward Mortimer for a discussion of socialism in Western Europe in the *Financial Times*, and by Timothy Garton Ash for an article on European integration in *The Spectator*.

Details and entry forms are available from The Administrator, the David Watt Memorial Prize, RTZ Ltd, 6 St James's Square, London SW1Y 4LD.

Memorial services

Mr Mark Sugden
A service of thanksgiving for the life of Mr Mark Sugden was held on Saturday in the Chapel of Britannia Royal Naval College, Dartmouth. The Rev John Rawlings officiated, assisted by the Rev John Barker, Mr Philip Smith and Dr Giles Keene read the lessons. Captain Peter Hames, RN, read from the works of Thomas Hardy and Mr Michael Sugden, grandson, from the works of Canon Henry Scott Holland. Miss Joanna Sugden, granddaughter, and Mr

Mr John Buxton

A memorial service for Mr John Buxton was held on Saturday at the Church of St Cross, Oxford. The Rev Brian Mountford officiated, assisted by the Rev Stephen Tucker, who also read from the works of John Donne. Mr Jon Stallworthy read the lesson and Dr John Pitcher gave an address. The Warden and Fellows of New College were among those present.

Anniversaries

BIRTHS: Henry II, reigned 1154-89; Le Mans, 1133; Gerhardus Mercator, cartographer, Rupelmonde, Belgium, 1512; William Cugnot, mathematician, pioneer of the steam engine, 1733; Antoine de la Mothe Cadillac, explorer, Les Laurents, France, 1658; Giovanni Tiepolo, painter, Venice, 1696; Sir Austen Layard, archaeologist, excavator of Nineveh, Paris, 1817; Howard Pyle, illustrator, author of children's books, Wilmington, Delaware, 1853; Frank Norris, novelist, Chicago, 1870; William Henry Beveridge, 1st Baron Beveridge, economist, Rangoon, India, 1879.

DEATHS: Thomas Arne, composer ("Rule Britannia"), London, 1778; Flora MacDonald, Jacobite, Skye, 1790; Paul Mesmer, physician, pioneer of hypnotism, Miersburg, Austria, 1815; Alessandro Volta, physicist, Como, 1827; Sir Henry Rawlinson, Orientalist, London, 1895; Sergei Prokofiev, composer, Moscow, 1953; Joseph Stalin, Moscow, 1953; Anna Akhmatova, poet, Leningrad, 1966.

Appointment

Mr Michael Clarke to be Chief Executive of the Local Government Personnel and Management Board from April 1. He is at present Director of the Local Government Training Board.

MONDAY PAGE

With my body I thee threaten

Is male and female behaviour pre-programmed — and can it be altered?
Victoria McKee previews a new television series

In the corporate jungle man is king — and he throws out territorial spoor to prove it. Whatever lip service is paid to equality in the workplace, body language tells a different story.

Move Over Darling is a provocative five-part television series starting tonight which explores the differences between the sexes, and suggests that if the law of the jungle prevails, it is high time women started learning the rules.

"Do women under-achieve because of how people behave towards them?" the programme demands. "Or is it something that is subtly programmed into females from birth?" The quest for an answer took the series producer, Vicki Barras, first to the international department of the Bank of Scotland in Manchester, where a typical working week was captured on video camera.

Employees knew they were being filmed, she explains, but didn't know why. The video was then analysed by the body language expert Kathryn Stetchert, author of *The Credibility Gap* (Thorsons, UK), who was flown over from America "because no one in Britain has done as much, not just on body language, but on its impact on a woman's career", Ms Barras says. "We wanted to know whether men speak a language women don't — the language of power."

The answer, it seems, is yes. Film clips show men growling (yawning) and stretching like lazy lions, stalking majestically about to define their space, and pawing their female counterparts



Speaking volumes: since becoming Prime Minister, Margaret Thatcher has deepened her voice, brightened her plumage — and acquired a whole new vocabulary of body language

patronizingly in displays of dominance. The women, on the other hand — even those of equal rank to the male managers — huddle together like sheep, cackle like hens, or hover in doe-like deference to the species they plainly perceive as separate and superior.

The men confer like a war council — upright, arrogant, with bold gestures — while the women, even if they're talking business, appear to gossip in girlish camaraderie. "And women often end a statement with a question," Kathryn Stetchert found, "which men interpret as a woman's need for reassurance and approval" — although it could be partly "because women work harder at conversations, and listen better".

It is quickly apparent that the

women relax and become visibly more comfortable when the men are not around. They move less than the men — but laugh and smile much more — probably "since it's a way of getting people to like you". And they are far less likely to use touch as a way of defining territory. "Men get themselves noticed" and command the space they're in with big, expansive gestures, while women "are taught to keep their bodies small and close".

The women share confidences while the men, Ms Barras observed, seem to shun personal disclosure. If they chat it is about sport or cars or "practical things", she says — seldom the interpersonal relationships which women seem to enjoy dissecting.

In another of the programmes, a female "personal assistant" trades places with her boss, the managing director of B&Q, for a day. He may be unable to operate the photocopying machine or deal with the telephones, while she takes to the boardroom like a duck to water — but he never loses his dominant body language. "Look how he leans on her desk when he comes for the diary," Ms Barras says. "He never adopts subordinate body language. The way he carries himself clearly says 'I'm still the boss'."

It was extremely difficult to find a boss who would co-operate at all in such a scheme. Ms Barras notes — "and one large organisation told us, without being conscious of any irony, 'we no longer

have any female assistants to directors because we have realized that is a way to the top'". "Men got there first and set up the systems and patterns that work for them," Ms Stetchert observes. "If women want to get ahead they'll have to learn how to work within that system."

But Ms Barras feels there will have to be some compromise on both sides if women are going to compromise more than half the British workforce by 1992. "Women cannot simply use male patterns of behaviour which will sit awkwardly on them. They are never going to be able to use touch like men do, for example. But the glib, girlish behaviour has got to be eliminated."

The final day's programme will

consist of a 45-minute debate featuring Ms Barras promises, "nearly half of Britain's 41 female MPs" on the issues raised in the programme. As well as the all-pervasive question of body language, these include child-care provision and stress (in Wednesday's programme a couple are wired up to test their stress for the day and — you guessed it — the wife who stays at home with the children comes out with stress levels 20 per cent higher than her working spouse).

Also in Wednesday's programme one woman argues passionately for full-time motherhood — another puts the case for working motherhood. "I really want to get the debate going among a large audience who

wouldn't normally watch a 'feminist' programme," Ms Barras says. "I don't want to just preach to the converted. But sometimes I feel I didn't have to make this series — like so many women, I live it."

Mrs Angela Rumbold, Minister of State for Education and Science and one of the MPs who will participate in the debate, says: "Men have that inbuilt 'we're cock-of-the-walk' stuff, but I suppose as women get more confident we tend to assume the same kind of body language as men. In my world I'm aware of using every weapon possible to get my way. And look at the change in the Prime Minister — more power dressing, and brighter colours."

She knows, too, about the importance of staking out territories. "The first thing I did was to completely alter my room at the department — I changed the strawberry mousse walls into crisp green and put in clean, new furniture and curtains. I made it very feminine — and purposeful — so that anyone who comes in would say, 'That's her territory'."

Dr Helen Haste of the University of Bath, a specialist in the psychology of women who contributes to the second programme, says: "There is evidence that powerful women have changed their style of moving and speaking. They have learnt, like Margaret Thatcher, not to create space in conversation as women so often do, to get rid of all the 'ifs' and 'buts' and not leave questions hanging in the air. They also instinctively drop their voices, as she was trained to do."

But women may choose to claim their territory by being assertively feminine as well as by being gender neutral. "One way to turn the tables without turning tail is to opt out of a hostile environment and become your own boss," Ms Barras says — "an option more and more women are choosing to exercise". And men, she prophesies, will have to start learning the submissive body language of subordinates as more lionesses begin to prowls the business jungle.

Move Over Darling is on BBC1 at 10.20 every night this week, Monday to Friday.

Unleashing power of positive ageing

Women are working harder and living longer — but are they prepared for the stresses that the new era brings?

Move over, Whittier's Mother: we are entering the era when turning 60 or even 70 does not mean becoming a frump with a dowager's hump, and women can enjoy the "third age" without seeming off their rockers.

The Duchess of Gloucester, Mrs Edwina Currie, Dr June Patterson-Brown (chief commissioner of the Girl Guides), Dr Katherine Dalton (an authority on pre-menstrual syndrome and hormone replacement therapy) and Mrs Sheila Kitzinger will be among the eminent women and health-care professionals celebrating the improved prognosis for the female of the species this week.

To commemorate Inter-

national Women's Day on Thursday, the National Council of Women of Great Britain has organized a women's health day demanding "Are we fit for the Nineties?"

One workshop, titled "The Politics of Ageing", will address what the organizers believe is one of the most highly charged issues confronting women — and Britain — in the Nineties.

Joanne Woodward, the wife of Paul Newman, was 60 last month. Her body is lithe and erect, her skin youthful and her hair flows free to designer-clad shoulders. "Society devalues and demoralizes older women," she declared in a pre-birthday interview. "It would have us believe that we are no longer sexual creatures at the time when we're just

beginning to have our own doubts."

Dr Jacqueline Morris, consultant physician in the "medicine of old age" at the Royal Free Hospital, and Ms Mary Kennedy, chair of extramural studies at Birkbeck College, University of London, both speakers on "The Politics of Ageing", believe it is up to women to maintain their sense of value and sexual identity as well as their physical and mental health into old age — but with considerably more help from society.

"Everyone's campaigning for improved child care, but there are new challenges facing women over 50, with maybe another 30 years of life ahead of them, and we need to campaign for more attention



Star quality: Joanne Woodward thinks young — and it shows

to them," Dr Morris says. "We need to fight for improvements that will add life to years, not just years to life."

She is a proponent of "positive ageing", and since women live longer than men (in 1986 they accounted for 58 per cent of people aged 75 or more in Britain), and single women live longer than married ones, the question of positive ageing can fairly be

viewed from a feminine perspective. But surveys have shown, Ms Kennedy points out, that from early middle age women are more likely than men to assess their health as only fair or poor.

Dr David Wheatley, of the Maudsley Hospital's stress clinic, another speaker on the day, believes this could be partly because "women are confronting far greater stresses

'There are new challenges facing women over 50, with maybe another 30 years of life ahead of them, and we need to campaign for them. We need to fight for improvements that will add life to years, not just years to life'

than ever before: the stresses that affect everybody, as well as the additional new strains such as deciding whether to take hormone replacement therapy and trying to hold down a highly placed job."

Mrs Currie, another speaker, agrees. "The various bits of research have shown that when women go into the job market they don't give up any of their other roles. Women are not machines, and if we are to take on additional roles outside someone must do more at home."

"Women as they come to retirement age now realize they have decades ahead of them and are planning their time better than any previous generation. They are much more vigorous and determined to enjoy themselves."

The elderly people Dr Morris deals with divide pretty neatly into two groups, she says: "Those who enjoy life,

and those who are overcome by disease and depression."

Mobility, she feels — both physical and mental — is the key to an enhanced "third age". She believes that with improved knowledge of diet and exercise, and widespread HRT, the dreaded "dowager's hump" will virtually disappear over the next 20 years. The concept of middle age will widen to embrace up to 70-year-olds, she suggests.

The president of the National Council of Women, Ms Rosalind Preston, says: "Women are confused about the increasing array of health choices which confront them. For younger women they are issues of sex and children; middle-aged women worry about conflicting opinions on HRT and cosmetic surgery, and at the same time know they are going to live much

longer and need to prepare themselves for it."

Partly because of these new strains, she believes, women are drinking more than ever before, and girls are smoking more than boys. (On Thursday there will also be a workshop on addiction.)

"Although we are increasingly told that women are a needed force in the workplace, there is a parallel image being put forward once again of women as wives and mothers," Ms Preston says. "And older women — encouraged back to work — still face sexism as well as sexism. The United Nations will be having a Year of the Family next year, and we have let our concern be known about that, as we hope it will not exclusively promote a woman's place as being in the home."

Alexandra King

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The Missions to Seamen
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How to beat the bullies

Help is at hand for young victims of aggression

If your child is being bullied at school — or is himself the class bully — reach for the telephone. This week sees the launch of the ChildLine "Bullying Line" for any distraught child, parent or teacher who cannot take any more.

"Since ChildLine started more than three years ago, bullying has come out as the second most distressing experience for children (following sex abuse) that they frequently keep quiet about," says Mr Hereward Harrison, the psychiatric social worker and psychotherapist who will be manning the phones along with five other counsellors.

"Up to 15 per cent of all children suffer from severe bullying which can, at the worst, lead to a child's death. One recent case involved a 14-year-old boy who, after being taunted, rode out of the school gates in great distress and into a lorry. Mild bullying can lead to depression, truancy, poor school work and general unhappiness. Occasionally, a victim will suddenly turn round and become the aggressor, with drastic results."

Mr Harrison stresses that the Bullying Line — currently being advertised through posters in state and private schools, and open during March and April from 2-8pm, including weekends — will not necessarily provide easy answers. "We can try to give advice, but we're really testing the waters. Five years ago, people admitted sexual abuse took place but maintained there was nothing we could do about it. Now we know there is.

"The same goes for bullying: once we've established how deep the problem goes, we could evolve a national policy as in Norway, where legislation sets out procedures for schools to follow, such as reporting the incident and holding conferences."

Bullies need help too, Mr Harrison maintains. "Many of the child aggressors we've spoken to hurt others because they are scared someone is going to hit them, so they get into an adult bully who is really a very isolated and fearful person."

The ChildLine Bullying Line is sponsored by the charitable Calouste Gulbenkian Foundation, which is also funding a booklet published today entitled *Bullying: A Positive Response* (subtitled "Advice for Parents, Governors and Staff in Schools"). One of the authors, Mr Delwyn Tatum, points out that bullying often peaks at the end of primary school and the

beginning of secondary education, but then declines gradually. "You can't say it's more prevalent in a certain kind of school, although boys tend to bully physically whereas girls do it verbally and through the exclusion of others."

Mr Tatum and his co-author, Mr Graham Herbert, note that victims do not always confide in their parents, although tell-tale signs include refusal to go to school, upset tummies, asking for extra money or returning home with clothes or possessions missing.

"Worried parents should see the school teacher, and if he proves unsatisfactory, the governors or even the chief education officer at the local authority," says Mr Tatum. "We give advice, too, to schools on how to establish a discipline procedure policy for bullies."

The Bullying Line might also put parents in touch with Kidscape, the charity promoting children's safety that issues fact sheets with other helpful suggestions. The Bullying Line Freephone number is 0800 010 390. Organizers suggest trying at weekends or early afternoon to avoid queues. After April, advice will still be available on the ChildLine number: 0800 1111.

Jane Bidder

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● *Bullying: A Positive Response* costs £1.25 (inc p&p) from Delwyn Tatum, South Glamorgan Institute of Higher Education, Cymced, Cardiff CF1 6XD

TOMORROW

Rugged styles in fancy fabrics: Fashion Editor Liz Smith reports from Milan on the winter collections of real clothes — duffel coats and parkas — in the new, relaxed mood

Pick of the Week



CHRISTIE'S

Sir Stanley Spencer, R.A.:
The Resurrection: Waking Up, 1945. Oil on canvas, triptych, 30 x 80 in.



IN 1940 STANLEY SPENCER was sent to Lithgow's shipyards at Port Glasgow as an official War Artist. Tiring of the commission, he turned to the Resurrection, a theme he had touched on in 1924 at Cookham. Now setting the subject in a Port Glasgow cemetery, he executed a series of works where attention to detail and the monumentality of the figures projected his powerful personal vision. This painting, in the same collection since its purchase at the Royal Academy in 1950, is one of the

most important works by the artist to be sold at auction. It is included in the sale of British and Irish Modernist and Contemporary Art to be held at Christie's King Street on Friday, 9 March at 11.00 a.m. For further information on this and any other sales in the next week, please telephone (01) 839 9060.

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Driving a way into Europe

Britain's distribution industry is all set to take advantage of the new opportunities opening up in Europe. Industrial editor Derek Harris reports

Britain's distribution industry — the most developed among the 12 nations of the European Community, with only Holland thriving to a comparable degree in its similarly deregulated market — has been making good headway in battling for its share of a single European market estimated to be worth more than £50 billion in turnover annually. A wave of acquisitions by British companies in mainland Europe has been matched by further growth there by the British.

Yet now the prospects become even headier as the potential growth in trade from eastern bloc countries looks likely vastly to expand the European market for moving goods around. Clearly such a build-up of the eastern trade will not come quickly, but there could be surprises even here, as politicians talk ever more seriously of offering the eastern bloc countries associate status in the EC, leading to full membership if they should want it.

Yet even before the eastern bloc changes, the industry was looking to a possible growth in the single market's distribution needs of eventually half as much again on top of a likely 1992 base of about £81 billion.

A number of British companies have been establishing strong bridgeheads recently by acquisition. The P&O Group, of which Sir Jeffrey Sterling is chairman and which is already, with its seagoing interests, one of Europe's largest transport groups, has for £45 million bought a West German trucking and river freight operation which Sir Jeffrey sees as "a key strategic development" on which P&O plans to build either by acquisition or organic growth.

The strategy is to have a strong presence in the industrial corridor running from Rotterdam to the Rhine and Germany — "the engine room of manufacturing in Europe", as Sir Jeffrey describes it. Others in the industry point to

Germany, with the most heavily regulated road transport system, as being a likely battleground for everybody as licensing freedom there starts to begin. As well as the British, the well-organized Dutch, and the Belgians and French, see Germany as a natural expansion ground for them.

BET, the services conglomerate, has also been active in the mainland Europe transport market. Among its latest acquisitions have been a Dutch-based transport and a French trucking company. BET has also been eyeing expansion in Germany.

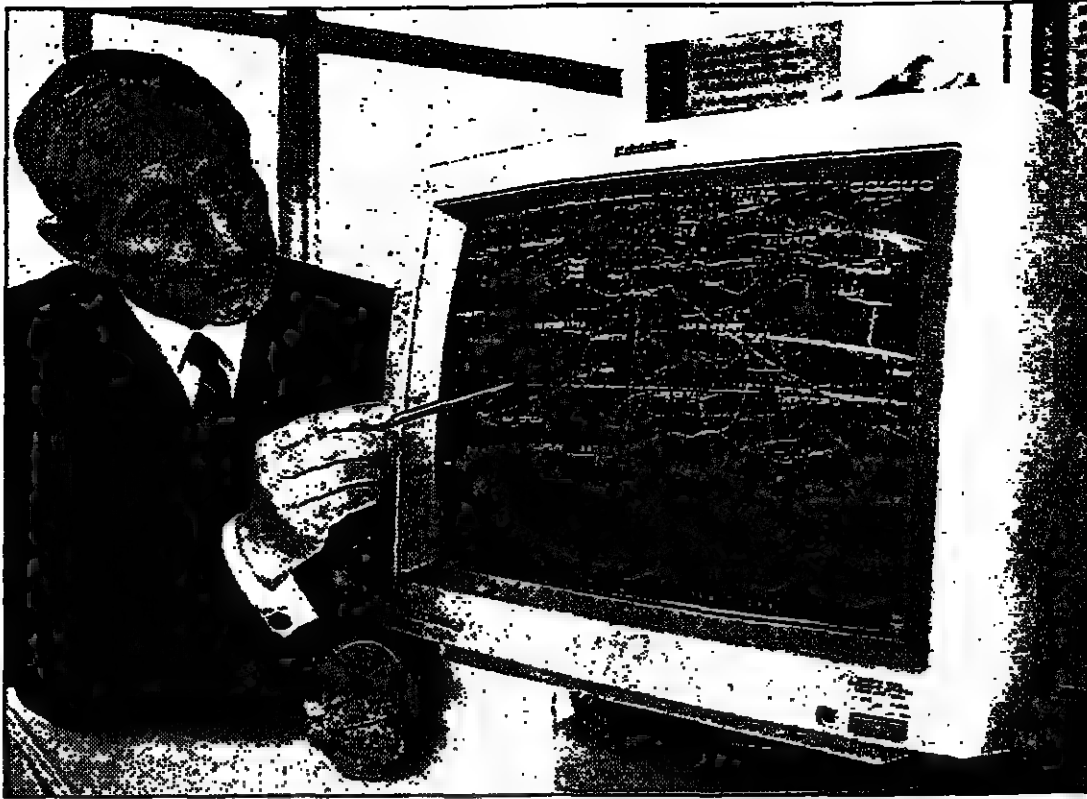
TNT, the Australian-based distributor which came to Britain in the late 1970s with plans to use it as a springboard for Europe, has so far expanded into 16 European countries operating both road and air networks. Its first continental acquisition, of a Dutch road transport company, was in 1983. In the past two years the size of TNT's European operation has doubled.

Another Australian-based group, Brambles, has been buying up continental businesses, transportation companies among them.

The organic growth approach is being followed by an increasing number of British companies. Edinburgh-based Christian Salveson, which built its reputation on frozen and chilled food distribution, has taken its expertise abroad, among its contracts being one with the big French hypermarkets chain, Carrefour.

LEP, which has a speciality in distributing car parts, has bought out a German operation with a similar speciality.

A warning note comes from Alan Jones, managing director of TNT Express (UK), who points out that as British interests take their trucks on to continental roads, there will be more European-based hauliers coming over to Britain, especially as cabotage freedom grows to pick up return loads after making an international delivery.



Mr Pat Howes with Securicor's new computer tracking system: parcels can be located to within 50 yards

Like many other industry leaders John Farrant, of NFC European distribution services, forecasts substantial consolidations of road transport interests in Europe as the single market approaches. NFC, Britain's biggest freight and distribution group, is seeking suitable candidates for acquisition to develop home-grown products, said Mr Farrant. The group has some activities in Europe already, the Pickford's house removals chain being well-established there, and there is also a parcels delivery network.

British distribution companies should clearly be able to exploit the knowledge built up in contract distribution servicing of big chains, notably grocers with superstores around Britain. Often running the warehouses forms part of the contracts.

Wincanton, part of Unigate and with a large-scale interest in chilled food distribution, has a couple of key European acquisitions already, both Dutch. One is Spronzen, in chilled food distribution, and the other Eberx, a freight forwarder with a Europe-wide chain for goods such as fruit and vegetables.

Perishables, with their limited

"time window" for delivery and sale, call for close quality controls, said Charles Lawrence, managing director of Wincanton Distribution Services. Health concerns over food have underlined this need.

As much care has to be lavished on cut flowers and potted plants, both specialities of Wincanton. Cut flowers need cooler temperatures than other plants, and for both humidity levels have to be controlled.

Mr Lawrence says: "Perishables is clearly a massive market segment, and exotics in fruit and vegetables as well as the flowers represent a growing share." Wincanton's main focus is to bring together international supplies of perishables, mainly through the highly organized Dutch speciality markets.

Wincanton links growers or importers with retailers. "This system is transferrable into the mainland Europe retail system," Mr Lawrence says. "We want to build up a comparable network there." He forecasts annual growth rates of about 20 per cent.

Among new techniques in distribution which are being proved in the UK are systems for keeping track of goods including parcels.

An example is the Datatrak system used by Securicor, which claims market leadership among private sector parcels operators in the UK.

It is outpaced only by the state-owned Royal Mail parcels operation. The heightened competition in parcels has just been underlined by the Royal Mail's branding of its operation as Parcelforce, which is linked to an £80 million investment programme.

Mr Pat Howes, chief executive of Securicor Express Parcels, has found that customers increasingly want to know the status of a parcel delivery. "It is a management tool for them," he explained. Datatrak, used especially in big contributions, tracks parcel progress by bar codes on goods which are read frequently on a system which is part of Securicor's £10 million investment in computerization.

Mr Howes said: "At the punch of a button we can tell the customer where a parcel is. If it is aboard a delivery vehicle we can pinpoint that to within 50 yards." Changed instructions can be relayed to a delivery vehicle via a printer in its cab.

Mr Howes sees the new systems increasingly flowing into continental Europe.

Better roads, bigger trucks

Britain will be out of step with the rest of the European Community in July as the Irish Republic scraps a 38-tonne ceiling on what its trucks may carry in favour of a 40-tonne maximum (Derek Harris writes).

This higher limit is unlikely to be adopted in Britain before 1999 — yet already some Community countries on the European mainland have a 44-tonne limit. The reason for the 1999 date given by the Transport Department is that only by then will all bridges on Britain's roads have been sufficiently strengthened to take the heavier loads, or simply rebuilt because that is what is needed.

British transport interests suspect there is also a more political factor in this apparent dragging of feet in harmonizing with Europe. The industry claims that only 10 per cent of Britain's bridges need strengthening to carry the additional weights, and says that if 40-tonne trucks were restricted to selected and designated routes harmonization could be achieved much earlier.

Environmentalists rightly worry over growth in road traffic but heavier loads seem to stir as much anxiety, even though past experience has shown, logically, that bigger loads mean fewer trucks.

The transport industry wants a higher maximum because larger loads mean greater efficiency. Britain's Freight Transport Association compares Birmingham and Hamburg operators each making 1,000-tonne deliveries to Italy, over about the same distance. The Birmingham operator, observing the lower limit, would make three more truck journeys than his Hamburg counterpart. This not only pushes up costs but also adds to congestion on British roads.

The irony is, as the association points out, that the 38-tonne limit does not produce smaller trucks, because manufacturers build for Europe as a whole. The British operator simply cannot fill his truck.

The association believes the industry cannot wait until 1999 for changes in Britain and that the Government must act before then in the interests of fairness to British operators.

Britain's transport industry is also at a disadvantage by being tied to lower weights for trailers hauled on drawbars by trucks, but against that the length of units forming part of an articulated

truck configuration is being extended by about a metre to 16.5 metres next January.

Various detailed changes are proposed, and when they are introduced savings are likely to range from 10 to nearly 15 per cent. But British hauliers say that until all the anomalies are removed they will be fighting with one hand behind their backs.

The cabotage rules are still restricting competition within the European Community. Until recently a haulier delivering into another country was forced to return empty, banned from picking up return loads that would have made more economic sense of the journey.

A half-way house to complete freedom has been reached with an agreement to allow foreign hauliers to make two haulage trips within the country where the main international delivery is made.

At NFC, the former National Freight Consortium, which is the market leader in freight and distribution in Britain, John Farrant, the transport division European development director, says a number of costs are different between Community countries. Britain is worse off on vehicle excise duties and diesel fuel taxation. But VAT is less for British operators.

Traffic congestion is also under attack from the transport industry. It is so severe that it could reduce the benefits British companies could gain from the single market, Alan Jones, at TNT argues. He believes that key motorways such as the M1 and the M25 need to be widened — and that extra routes should be constructed, including a new north-south motorway, better east-west links and a new orbital motorway around London.

Mr Jones argues that access roads to the Channel Tunnel on the British side need to be upgraded extensively. He says: "The French are investing heavily. Maybe we should take a leaf out of their book. They pay compensation for compulsory purchase of property of 120 per cent of the market value. If we did this, roads would be more welcome by those affected."

Mr Jones believes most motorways need a fourth crawler lane on uphill gradients and for the first mile from an entry point, and that many A roads also need to be upgraded to dual carriageway standards to take an overflow from the motorways.



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Growth by contract

One-stop warehousing, transport and supply chain management services are now on offer

In the beginning there was distribution. Distribution then developed into "contract distribution", as major third-party operators began to provide blue-chip retail groups and manufacturers with a warehousing, transport and supply chain management service. The total European distribution services market is estimated to be worth £50 billion, with about 25 per cent of that figure accounted for by contract distribution.

It's a rapidly growing sector of the distribution services industry, with the "dedicated" side of the business growing faster than the "consolidated" side, says Rob Coates, a consultant and transport specialist at Touche Ross Planned Warehousing.

A dedicated operation is one where a distribution service company sets up an operation entirely for one client, usually a retailer, consolidated contract distribution provides a shared service among a number of different clients.

According to a recent survey of transport users published in *Motor Transport* magazine, revenue from contract distribution activities is increasing at the rate of 47 per cent a year, although this figure is challenged by logistics consultants such as Martin White, of Coopers and Lybrand, Deloitte. "Contract distribution has taken a knock recently, mainly because of the downturn in the retail trade. I would think growth is more like 20 per cent a year."

The performance of a leading operator such as TNT Contract Distribution is indicative. The company started in contract distribution in the UK in 1986, with eight clients and a turnover of £10.5

million. Today the company has 31 clients and a turnover of £52 million and its projections for 1991 envisage 40 clients and a £78 million turnover. The company is a "third-party distributor" for such well-known names as Budgen, MFL, Thermalite, Ford, Rover, Boddingtons, Lever Brothers and Cow & Gate.

NFC is clearly the market leader in distribution, with something like £300 million worth of business. Other major operators include Christian Salvesen, Transport Development Group, United Transport, BOC Transshield, Wincanton, Cory, Excel Logistics, Tibbitts and Britten, Glass Glover, Hays, P&O — through various subsidiaries — and Express Distribution.

Contracting out allows manufacturers to concentrate their energies on their core activities of production and marketing. One noticeable development in this area has been the management buy-out. Major moves by in-house distribution teams in this direction have included Lowfield parting company with Hapson, ICI and Kuwait Petroleum selling off transport operations and Oeser selling to Applied Distribution.

The opportunity for specialist companies to handle the distribution requirements of major manufacturers and retailers also arose because of the capital investment required for large central warehousing and transport fleets, and the need for highly skilled logistics management

and complex information technology systems. There was also the attraction for many companies of increasing the rate of return on capital by using contract distribution to obtain off-balance sheet financing.

Traditionally, supply chains contained a number of players — manufacturers, wholesalers, retailers — all operating in isolation with no knowledge of each other's inventories. "This meant lots of stock, uneven demand, and fairly poor transport links," Mr White says.

"Splitting out logistics costs — transport, warehousing, associated administration, inventory cost — from a company's manufacturing costs, we see manufacturing costs as a percentage of sales coming down while logistics costs are going up. What's driving that is a trend towards pan-European manufacturing. You can see companies going for 'focus' factories, getting manufacturing costs down and then being prepared to spend more on distribution."

Mr White sees interesting developments ahead as end-users and contractors dispute whose systems should be allowed to control the supply chain. "The big retailers, who have led the use of contract distribution, control the chain by putting their own systems into the depots — that's how they manage their contractors."

The last thing they want is to allow the contractors' information technology systems to run the operation,

because they'll lose control."

"Outside retail, the contractors have been very smart in supplying contract distribution incorporating their own systems. They learned that from the retailers and they're now applying it to less sophisticated sectors."

According to Mr White there are not many more contracts to be won in the UK retail area and operators are having to turn elsewhere — to Europe, to North America and to other UK market sectors.

With this in mind, TNT has established a European operation. "Europe is set to experience a third-party distribution explosion," declares Brian Bolam, general manager, TNT Contract Distribution (Europe).

Nevertheless, the operators are not getting it all their own way. "A lot of contracts are now coming up for renewal and even if rates are getting a bit of a hike — because originally there was an element of naivety about what was required — buyers are now taking a hard-nosed look at what's on offer," says Touche Ross's Mr Coates. "Obviously, contractors aren't running distribution for fun and if retailers and manufacturers could get it right themselves, their costs should be the same, less the profit element."

Despite this slight touch on the brakes, the contract distribution industry's optimism remains high. Nevertheless, success brings its own problems. Echoing the concerns of leading companies, David Roberts, divisional commercial manager of TNT Contract Distribution, says, "Constant attention will have to be devoted to quality of service. We must not let the escalating growth of business get ahead of us."

Anthony Cox



Night flight: Federal Express offers a fully integrated service with the world's largest air freight fleet, comprising 328 aircraft

Fast forward for freight

Traditional freight forwarding services, where the forwarder simply acts as a broker on behalf of the shipper and buys in resources as and when required, are being overtaken by the growing liberalization which will change customs clearance procedures, the trend towards more sophisticated distribution and logistics management systems, and competition from express carriers such as Federal Express, DHL and TNT with their integrated door-to-door services (Anthony Cox writes).

"Traditionally, for the customs clearance of a price of freight moving internationally the forwarders used a third-party broker. The time taken by the forwarder receiving the documentation from the carrier, passing it to the broker, the broker doing the clearance, the forwarder then going to the carrier to collect the goods, getting an out-of-charge note for the goods to be released, and so on, was — and is — very

lengthy," says David Wilcock, managing director of the International Business Division of Federal Express.

"Clearance is part of our overall system. The goods arriving on our own aircraft are cleared by our own brokerage services and are delivered by our own ground operation — a very rapid process."

According to Martin White, a logistics specialist with Coopers and Lybrand, Deloitte, "The whole raison d'être for freight forwarding, particularly in Europe, is disappearing."

The freight forwarding market is now characterized by takeovers, with the big getting bigger and the small disappearing. In order to survive, the freight forwarders are having to buy trucks and warehouses and offer customers value-added benefits in addition to the simple transportation of goods.

"They now have to look for

a niche or for diversification," says Mr White, who nevertheless still sees a role for the traditional freight forwarder, particularly into the Pacific rim and Africa, where trade barriers are not coming down and where an express carrier cannot clear goods any quicker than a freight forwarder.

The erosion of trade for the forwarder has been at the small end of the business, which is where the express carriers continue to swoop. They have attacked the less-than-100kg end of the market because at that level they have not had to invest heavily in the mechanics of handling.

"Our analysis of the air freight market shows that at least 60 per cent of the traffic is of piece sizes of less than 50kg. We see a major opportunity here to grow significant revenue," says Chris King, DHL's marketing manager.

"Every time you visit a forwarder these days he'll tell

you that his average weight per consignment is going up — and he's quite delighted about that. That's happened because the express business has taken a one-ton consolidated load, which the forwarder would have moved as a one-ton load, broken it down into 100 smaller parcels, sold them all individually — and made a lot more money than the freight forwarder," says Mr Wilcock, whose company operates the world's largest air freight fleet, with 320 aircraft.

The interests of the air cargo companies at the London airports — Heathrow, Gatwick and Stansted — will be represented by a new group called the Air Cargo Agents Executive, which has been formed by the British International Freight Association and Agency Section Management. A working group is at present formulating the group's constitution, and will make its recommendations by the end of this month.



...ing the contractor takes the strain: the Thermalite livery disguises a TNT truck under a third-party distribution contract

Getting the timing right

Traffic congestion is one of the major problems which must be addressed in 1990. We would like to see a major improvement in roads; but the marketplace will always find its own way of getting around problems and other systems will emerge," says Alan Jones, managing director of TNT Express (UK), (Anthony Cox writes).

Optimistic words, but then the distribution industry is one where creative solutions abound. The key to improving the efficiency of the distribution process is to be found in logistics management.

Just-in-Time (JIT), a system which delivers only when required, is one of the key concepts in modern logistics planning. Its application by the Rover Group, for example, working in conjunction with TNT Contract Distribution, allows for the holding of minimal stocks at the Longbridge car plant, with the benefit of significant savings in costs along the supply chain.

In its contract with Rover, TNT is responsible for managing a distribution centre close to Longbridge and for feeding components direct to the production lines, to tightly controlled schedules, and when they are required. Computerized communications play a major part in the process.

The evolution of the Rover JIT system will see the distribution contractor collecting components direct from manufacturers and then delivering them direct to the production line, by-passing the contractor's warehouse.

The application of JIT requires a partnership between a manufacturer and a distributor. The consequences of a failure to supply a production line stoppage could be catastrophic. The provision of true JIT systems is best handled by organizations with real depth of resources," warns Paul Carvell, TNT Contract Dis-

tribution's divisional general manager. The Rover-TNT link-up serves as a case study of how specialist distribution firms serve the needs of their customers beyond the simple transportation of goods. The growth of such services is explained by the rise of logistics management, although "logistics" is a buzzword which some experts would reject.

"Logistics is a word borrowed from the military. In commerce we get fairly close to some aspects of its military applications, but our real concern is really with the supply chain. In commerce we are much more into 'supply chain management' than we are into 'logistics'," says Rob Coates, a member of the 50-strong professional and technical team at Touche Ross Planned Warehousing, which is the distribution and logistics division of Touche Ross Management Consultants.

Martin White, a logistics consultant at the competing firm of Coopers and Lybrand, agrees — despite his job title. "The big thing at the moment is supply chain control, supply chain optimization, in which the real trends are being driven by the retail chains who are trying to maintain their net margins of 6-7 per cent in a market which is not showing any great signs of growth."

Information technology is central to improving the productivity of the supply chain, and Electronic Data Interchange (EDI) to allow computer to speak into computer is at the top of the distribution industry's agenda.

Providers and users of distribution services will need EDI technology in order to interface with other links in the supply chain, such as electronic point of sale systems and stock control and warehousing operations, and



Michael Willis, Touche Ross

specialists will need a link, via their own member-state mainframe computers, to the Brussels computer which will control payments of duties, VAT and the collection of statistical information relating to shipments imported or exported within the EC.

"We're on our way with EDI. It's like bar-coding. I started working on bar-coding with a manufacturer in 1961 and nothing happened for decades, then suddenly it was everywhere. I think the same will happen with EDI," says Mr Coates.

Advice on such matters can be bought in from the industry's consultants. "It's a growth business at the moment," says Michael Willis, an associate partner at Touche Ross, one of the major players in distribution services consultancy.

"Distribution is a growth area"

"Take polystyrene and corn flakes, for example. They've got little value but they have to be moved around in great big boxes. That's where people like me come in, because the cost of moving them is such a high percentage of their value."

Mr Willis recalls that about 20 years ago one did not find distribution specialists within companies, except, perhaps for the occasional ex-lorry driver put in charge of sending out goods.

"It's only recently that distribution has become more scientific, following the need to reduce overheads further," he says. "During the days of time and motion, for example, every machine in a factory was time-and-motioned to see that it produced an extra five cans an hour; but then those cans would be left lying around in a warehouse."

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Delivering the goods

Rodney Hobson
reports on
training for
distribution
managers

The changing image of the distribution manager is making enormous demands for training of fledgling executives. As Keith Taylor, director of training and personnel at the Freight Transport Association explains: "Historically it was the type of area where people progressed to, or were put into, in the twilight of their careers. That is now very clearly changing."

To tackle the need for a more professional approach, the FTA runs a series of four one-week courses at its management training centre at Wadsworth, East Sussex, just seven miles from the FTS headquarters in Tunbridge Wells.

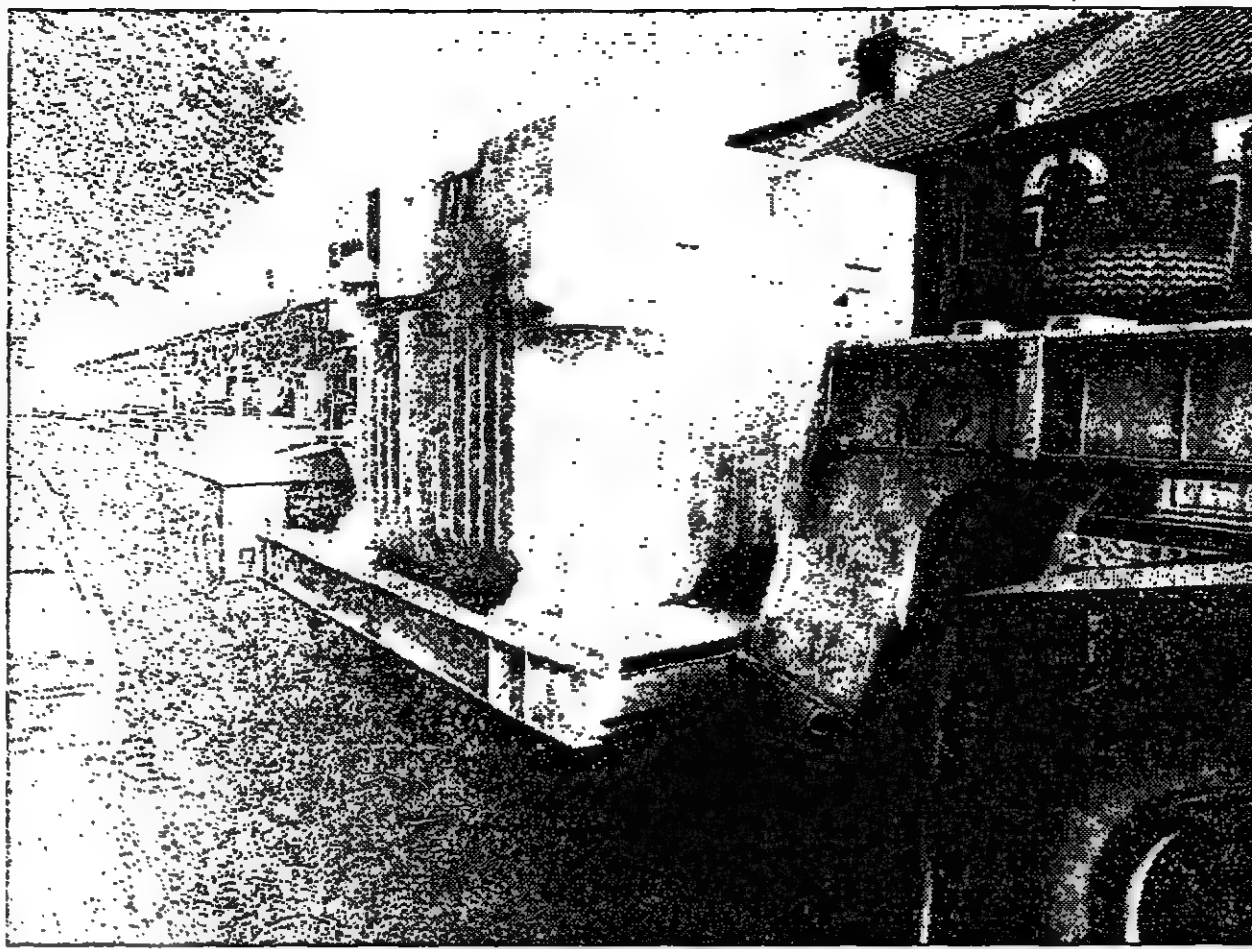
Two of the weeks concentrate specifically on transport management and warehouse management and can be taken on their own, but a full four-part course is available every year.

Mr Taylor says there is a steady flow of applications for the courses at the 29-bed residential centre, with a typical applicant already having gained work experience in a managerial role at his employment.

Other leaders in the field include the Road Transport Industry Training Board, which runs residential courses at Telford and Edinburgh.

The board is one of six industrial training boards asked to put forward proposals for reorganization under a government White Paper. It is to become a non-statutory independent company next year.

Cranfield Institute of Technology offers a two-year executive course leading to the MSc and also shorter courses of one week or three days for small groups of no more than 12. Demand is picking up, the college says.



Dangerous cargo: transporting nuclear waste through residential areas demands careful planning by distribution managers

Professional qualifications are offered by two institutions, the Chartered Institute of Transport and the Institute of Logistics and Distribution.

Mr Taylor says there is a shortage of the professional type of manager that has come more into demand in recent years. The need is for more graduates to be equipped to tackle distribution alongside those training for other managerial positions in industry.

The FTA's courses are very much "hands on" and include case studies. They deal with subjects such as how to route and schedule vehicles, lorry maintenance, industrial relations, buying or hiring transport from a third party and budgeting and costing.

The FTA also trains 600 people every year for the certificate of professional competence needed, under a European Community direc-

tive, to operate a transport fleet.

Held at locations around the country, it tackles issues such as drivers' hours, tachographs and social legislation, for example redundancy terms.

Industry is at last realizing how much the competent distribution manager needs to know. As one end of the spectrum there is fleet repair and maintenance, and the FTA offers short courses on workshop supervision. But the manager must also be able to specify the type of vehicle needed. He may need, for example, to transport temperature-controlled goods, washing machines or glassware.

The spread of international trade has spawned specialist courses in export practice and procedures. The distribution manager needs to understand

customs documentation and conditions of carriage in foreign countries. He must have a grasp of the financial implications of exporting goods and operating goods vehicles worldwide.

Changes make demands on the trainers, too. The FTS is running two topical courses this year. One looks at the carriage of dangerous goods by all modes of transport: road, rail, air or sea. The other is a two-day course dealing with "cold chain management" — the transport by road of food products, an emotive subject in the wake of last year's food scares.

In April the FTA starts a programme of 11 one-day seminars at various centres around UK to bring managers up-to-date on revised rules by the International Chamber of Commerce for importers and exporters.

The trainers have to be alive

to political directives from Westminster and Brussels and the advent of the single European market is adding a new perspective.

The FTS took a group of 100 members on a study tour to France in 1988 to look at customs procedures, setting up depots in northern France, employing French people, renting and buying sites and tax implications. The aim was to help to produce a breed of distribution manager who could set up an operation to service Europe.

The successful operation was repeated last year with a visit to Lille. This year there will be a study group to Rotterdam as well as France. It will teach managers how to get goods to Holland in the first place and look at the various methods of transport, including inland waterways, to give access to the rest of the EC — and beyond.

Part and parcel

The parcels market is now stabilizing and reasserting the importance of providing its customers with a reliable service. Last month Royal Mail Parcels announced a change of name — to Parcelforce — and an £80m investment programme to separate its collection and delivery operations from Royal Mail Letters.

With a 30 per cent share, and 95 per cent of its work coming from the business sector, Parcelforce is the clear leader in the £1.5bn UK parcel distribution market, which is part of a world market for air cargo currently worth £11bn and forecast to grow to £35bn by 1995, with 70 per cent of it express traffic.

Parcelforce's new name reflects its need to establish its independence within the Post Office so that it can reinforce its position in a fiercely competitive environment. "There is no room for complacency," says Nick Nelson, Parcelforce's managing director.

Although Parcelforce claims to have 1,000 competitors, Martin White, a distribution specialist with Coopers and Lybrand Deloitte, says: "The work we've done suggests that there are about 20 national parcel companies in the UK — that's people with half-a-per-cent-plus market share — and that tails off fairly fast. The

top four or five have probably got 60 per cent market share. Red Star, for example, carries about 7 million parcels a year. Securicor 1.4 million a week.

According to Rob Coates, a distribution consultant with Touche Ross, "Parcelforce is an area where you've got to be big to be credible, and those that are big are very, very big and have invested a lot of money."

Parcelforce operators find comparisons odious; each claims to be the market leader in one sector or another. "It's easy to draw direct comparisons between DHL, TNT, Royal Mail, LBS and Federal Express, but we all occupy quite discrete markets. I don't see any head-on conflicts with other major carriers, even though we're competing for similar business," says Chris King, marketing manager of DHL.

"For our company, we see major changes taking place in the distribution needs of blue chip companies, particularly in the European arena with 1992 and the breaking down of the Soviet bloc. The tendency is towards the continuous flow of material through a supply chain."

"We're getting many approaches from high-tech-related companies to move material fast and reliably and it's reliability that's looked for before the speed."

Jim Woodman, managing director of Federal Express Priority Services, has observed "a high level of customer dissatisfaction" with small parcel services currently available. "Last month, FedEx made its own challenge to the operators dominating the small parcels market," Parcelforce, Paraflex and Securicor, by launching a new business delivery service promising delivery within 24 hours for parcels under 25kg.

Mr White agrees with the emphasis on reliability. "All recent surveys show that with parcels the number one purchasing criteria is reliability, second is price and third is speed." One of the key factors underpinning pledges of delivery is massive investment in information technology, but this carries a sting in its tail.

"There's a lot of emphasis placed on tracking and tracing, and the reason for this is that delivery performance is unreliable. Getting the service and you don't actually have to invest in tracking and tracing."

People are still falling short of expected service levels. Somewhere around 10 per cent of domestic parcels don't arrive within the expected time — and that's for express and guaranteed services," Mr White says.

Anthony Cox



No room for complacency: Nick Nelson, managing director of Royal Mail's new Parcelforce

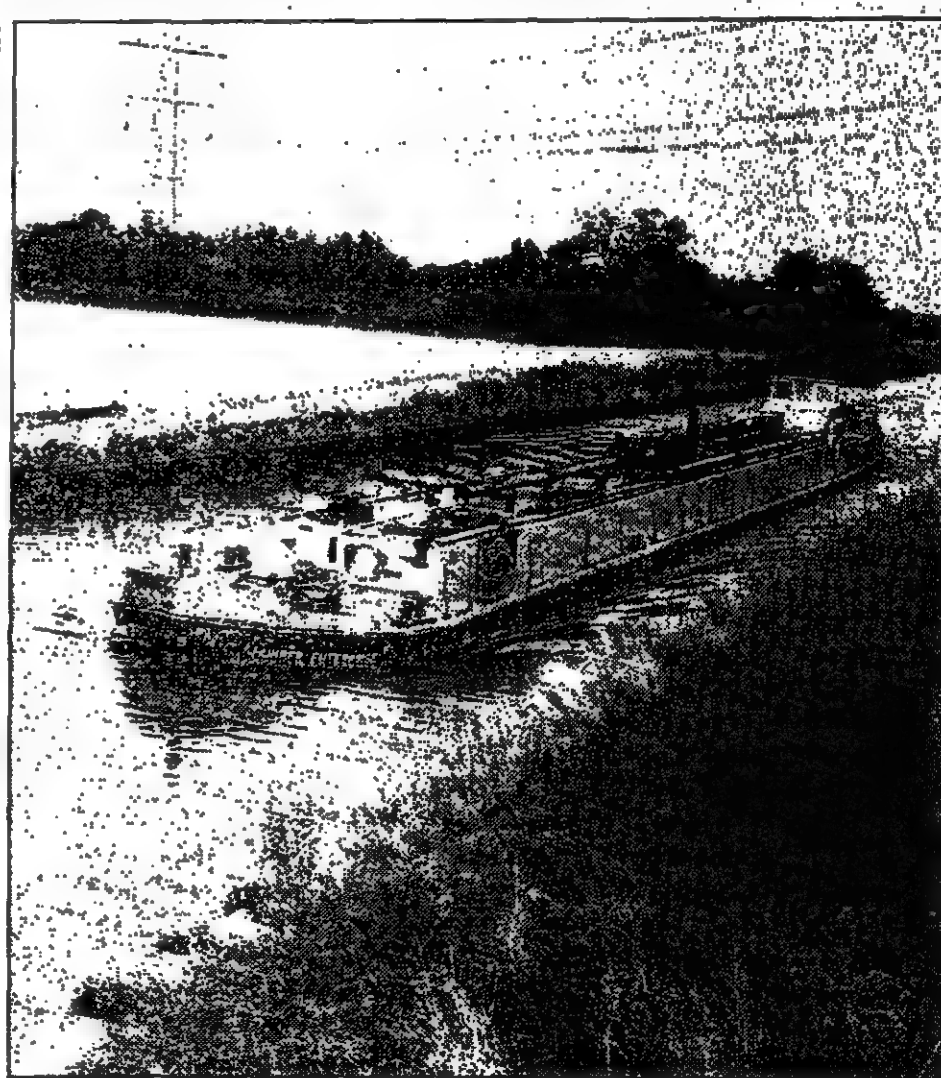
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Return to the water



Booyant future: British Waterways reports a 16 per cent increase in freight over two years

The traffic is flowing again on Britain's inland waterways (Rodney Hobson writes). Although the amount of goods transported by boat is small compared with road and rail transport, there are signs that the low point for the country's canals and rivers is past.

British Waterways, the largest authority controlling canals and rivers, reckons it shipped 5.3 million tons last year — a 16 per cent increase over two years — out of a national total of about 32 million tons.

Other waterways come under the control of port authorities or under companies listed on the stock exchange such as Associated British Ports and the Manchester Ship Canal. Conservancy bodies are mainly responsible for river estuaries, although Associated British Ports operates in the Humber and lower Trent.

Inland waterways these days mean thinking big: big customers and big cargoes. Modern barges take between 250 and 600 tons, compared with 25 tons on traditional

barges. Typical cargoes are coal, oil and petroleum products, aggregates, chemicals, minerals and general bulk cargoes. Users include ICI, Tarmac, Steelco, Shell and Petrofina.

"We look for a large volume of regular business," says Tim Phillips, commercial marketing manager at British Waterways. That means canals and rivers have to reach minimum standards to cope with heavy traffic. British Waterways has 2,000 miles under its control, but only 400 miles can be used by craft offering a competitive form of freight transport.

About three-quarters of its tonnage is in Humber and Yorkshire, serving Sheffield, Rotherham, Leeds, York and Wakefield, where business has increased 21 per cent over the past three years.

Also keeping busy is the Weaver in Cheshire, which takes small ocean-going vessels, the Sharpness canal-River Severn waterway that feeds Sharpness docks, and the Caldonian canal.

Despite the concentration of freight traffic, Mr Phillips says British Waterways could

handle three times as much. He adds: "In terms of cost, canals are certainly competitive with road and rail, especially where the origin and destination of the goods have access to waterways."

Clearly waterways are still at a disadvantage where goods have to be offloaded on to road transport at one or both ends of the journey.

Bringing more inland channels up to standard for freight will not be easy or cheap, but Mr Phillips says British Waterways has investigated several possibilities and had discussions with local authorities.

One realistic challenge is to build a new canal from the Selby coalfield in Yorkshire to Egborough power station. A feasibility study into shipping 5 million tons of coal a year has been carried out and talks with National Power, part of the Central Electricity Generating Board, are now in progress.

If all goes well a more detailed study will be commissioned, although construction is probably still two or three years away.

Getting there

For Railfreight Distribution, British Rail's international freight arm, June 15, 1993 cannot arrive a day too soon. It is the scheduled date for the opening of the Channel Tunnel, when BR's 15,000 route kilometres will become an integral part of Europe's rail network of some 200,000 kilometres (Anthony Cox writes).

Ian Brown, managing director of Railfreight Distribution, says that, through the tunnel, Railfreight Distribution's cross-Channel share of traffic will increase: liability from 2 million containers in rail wagons and 16 million tonnes of freight to 400,000 trucks. Railfreight's rail capacity is estimated to exceed 900,000 trucks.

The "Anglo-Continental" market for business which can be accommodated in a wagon or a container currently stands at 30 million tonnes, and is growing at the rate of 6.2 per cent a year.

"The greatest scope for rail lies in servicing major European industries. Our rail-based services will be industry's production flow, their integrated production processes will be our markets," Brown says.

Outlining the attractions of the Channel tunnel link, Mr Brown says that faster transit times, which checking through a customs facility would lead to typical savings of at least 24 hours, compared with present rail services.

"Transits will be equal to, in many cases, better than road competition. We will achieve times of 48 hours between Lyon and London, 24 hours from Cologne to Leeds and 36 hours from Manchester to Milan. Every quicker transit will be guaranteed on private consignment trains, enabling direct flows from private terminals to another," he says.

Railfreight Distribution is investing heavily in the tunnel to its new European freight £200 million to build a totally self-supporting container base — including the purchase of new-generation freight locomotives and wagons — and a further £200 million in equipping railway routes, new signalling systems and electrification.

"It is clear," Mr Brown says, "that British Rail's experience with its freight service, which has successfully operated without subsidy since 1977 against designated road transport, will stand it in good stead for the liberalised transport markets of Europe."

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SPORT ON MONDAY

SECTION 2

MONDAY MARCH 5 1990

Villa's stumble fails to lower Taylor's spirit

By Stuart Jones
Football CorrespondentCoventry City 2
Aston Villa 0

Aston Villa, after running almost unhindered from seventeenth to first place, have suddenly lost momentum and perhaps their way in the championship race. Beaten comprehensively at home by Wimbledon last week, they would have gone down to a heavier defeat at Highfield Road yesterday but for Nigel Spink.

The athletic interventions of their goalkeeper and the loss of Mountfield, who twisted a knee and could be unavailable for several weeks, could not disguise the change in Villa. Swagging when they reached the top, they have since stumbled from one dispiriting experience to another.

In accumulating 46 points out of a possible 57, Villa had propelled themselves into genuine and unexpected contention. But instead of leading by five points, as could have been their comparatively luxurious position, they are now one point behind Liverpool, whose goal difference is superior.

Graham Taylor, their manager, was not downhearted. Nor should he be. As he said: "We are second in the first division and we are in the sixth round of the FA Cup, so we are not having a bad season." He was also encouraged by his side's response to conceding two goals in a minute.

"There was no falling away and we were always trying to

First division

	P	W	D	L	F	A	Pts
Liverpool	27	15	4	8	45	28	32
A Villa	27	16	4	7	43	26	33
Nottingham Forest	27	12	7	8	38	27	29
Sheff Wed	27	13	4	9	36	27	30
Coventry	28	11	9	8	45	41	42
Sheff Utd	28	12	4	10	43	41	42
Derby	28	11	8	8	33	35	36
Sheff Wed	28	11	6	11	39	36	36
Nottingham	28	11	6	11	39	36	36
Derby	27	9	11	10	33	35	33
Wimbledon	27	9	11	7	34	29	33
Sheff Wed	27	10	8	9	30	31	36
Nottingham	27	10	8	9	30	31	36
QPR	26	8	9	8	30	31	36
Sheff Utd	26	8	9	12	24	37	30
Sheff Wed	26	8	9	12	24	37	30
Man Utd	27	7	7	12	34	37	31
Man City	27	7	7	12	38	42	31
Sheff Wed	27	7	11	11	29	37	32
Sheff Wed	28	5	9	14	33	48	24
Sheff Wed	28	5	15	23	38	29	24

g step
Wigan
wards
title

Fielding lapses cost England dear

From Alan Lee
Cricket Correspondent
Kingston, Jamaica

The Test match was won by nine wickets, the one-day international lost on the final ball. Anyone emerging from a week in the jungle and hearing such bare bones of cricket news would make the natural assumption on the division of spoils and be hopelessly wrong.

Saturday's palpitating climax at Sabina Park — Ian Bishop, needing two runs from the last ball, hit it for four — gave the West Indies only their third win in 14 limited overs internationals against England. But if the result brought them relief, it was obtained at a high price.

In trying to take a return catch, fiercely driven by Allan Lamb, Malcolm Marshall broke a bone at the base of his index finger. It is his left hand, and he has bowled heroically before now with the same hand incapacitated, but it is inconceivable that he would go into the second Test, in Guyana next Saturday, with such an injury. Realistic estimates put him out for four weeks.

This was the last thing the West Indies needed. Already, their attack is without Ambrose. To lose Marshall, even the Marshall who performed so listlessly in the first Test, leaves them short on experience and, dare one say it, vulnerable. It is also the third injury they have suffered to key players, whereas England have remained relatively untroubled. It cannot have done much to revive their spirits.

Yet another injury had disrupted the West Indies even before play began, although this one is only transitory. Gordon Greenidge has long been a martyr to back trouble and he was forced to withdraw with what the team manager, Clive Lloyd, called "spasms". He may also miss the next limited-overs match, on Wednesday, but expects to return at the weekend for what will be his 98th Test match.

England were able to choose from a full complement. Gooch then won the toss. Things were going suspiciously well, as if the fates were determined, that make amends for their neglect last summer.

For Gooch, however, one problem loomed. When Bishop bowled him around his legs in the sixth over, it was the third time inside a week that he had been out trying to force the ball behind square on the leg side. At least one of his Test match dismissals was a shade unfortunate but each of them indicated that he has lapsed into that old, worrying way of falling across to the off side as he plays such shots.

Larkins has no such troubles. He is batting like a man who has discovered a second youth, which in a sense he has, and for the next hour he kept the scoring rate above four an over, dispensing rough treatment to both Marshall and Walsh. To slow the progress it

SCORECARD FROM KINGSTON

England won toss

England		West Indies	
W Larkins	20	G A Gooch	20
R A Smith	11	M Marshall	11
A J Lamb	11	D J Gooch	11
A J Stewart	11	D J Gooch	11
D J Gooch	11	D J Gooch	11
D J Gooch	11	D J Gooch	11
D J Gooch	11	D J Gooch	11
D J Gooch	11	D J Gooch	11
D J Gooch	11	D J Gooch	11
D J Gooch	11	D J Gooch	11

Extras (b 3, lb 25, w 6, nb 3) 37
Total (8 wickets, 50 overs) 214
Did not bat: E E Hemmings, A R C Fraser
FALL OF WICKETS: 1-20, 2-71, 3-117, 4-117, 5-185, 6-206, 7-212, 8-214.
BOWLING: Marshall 10-1-38-1 (nb 1, w 5); Bishop 10-1-28-4; Walsh 6-0-38-1 (nb 1); Moseley 6-1-15-0 (nb 1, w 2); Richards 9-0-34-0 (w 1); Hooper 9-0-34-2.

West Indies

West Indies		England	
D L Haynes	27	C A Smith	27
C A Smith	27	C A Smith	27
C A Smith	27	C A Smith	27
C A Smith	27	C A Smith	27
C A Smith	27	C A Smith	27
C A Smith	27	C A Smith	27
C A Smith	27	C A Smith	27
C A Smith	27	C A Smith	27
C A Smith	27	C A Smith	27
C A Smith	27	C A Smith	27

Extras (b 12, lb 4, w 1, nb 1) 18
Total (7 wickets, 50 overs) 215
Did not bat: M D Marshall, C A Walsh
FALL OF WICKETS: 1-11, 2-23, 3-74, 4-156, 5-158, 6-204, 7-210.
BOWLING: Small 9-0-37-2 (w 1); DeFreitas 10-2-29-1; Capel 9-1-47-0 (nb 1); Fraser 10-0-41-1 (nb 1); Hemmings 10-0-31-3; Gooch 2-0-15-0.
Man of the Match: R B Richardson
Umpires: I Barber and S Bucknor

West Indies won by three wickets

REMAINING ONE-DAY INTERNATIONAL MATCHES: March 7: Fourth International (England) April 2: Fifth International (Barbados). West Indies lead best-of-five series 1-0, with two matches played off.

needed Moseley, having his first bowl for the West Indies under the added strain of boos and taunts from a section of the crowd evidently unwilling to concede he has officially been forgiven for touring South Africa.

Walsh finally summoned an inswinger to remove Larkins but Smith and Lamb were both in touch. Richards introduced himself and Hooper, initially, no doubt, to share one quota of overs. But on this sluggish pitch the slow bowler could contain and they bowled nine each. Soon, Hooper was on a hat-trick, Stewart greeting his first ball dismissal with theatrical disbelief.

Despite Lamb, top scorer again and out only in the final over as Bishop completed impressive figures, England's innings withered disappointingly. They amassed only 42 from the last 10 overs and ended 20 short of par. For the first hour of the West Indies reply, however, it seemed they made quite sufficient.

Both openers failed against frugal new ball bowling by DeFreitas, back in the side and at last bowling an effective length, and the admirable Small. The 10-overs score was 26 for two and the ball behind square on the leg side. At least one of his Test match dismissals was a shade unfortunate but each of them indicated that he has lapsed into that old, worrying way of falling across to the off side as he plays such shots.

Larkins has no such troubles. He is batting like a man who has discovered a second youth, which in a sense he has, and for the next hour he kept the scoring rate above four an over, dispensing rough treatment to both Marshall and Walsh. To slow the progress it

needed Moseley, having his first bowl for the West Indies under the added strain of boos and taunts from a section of the crowd evidently unwilling to concede he has officially been forgiven for touring South Africa.

O'Donnell makes brief work of New Zealand

From Qasim Ahmed, Christchurch

New Zealand, bowled out for 94, were soundly beaten by 150 runs by Australia in the Rothmans Cup one-day international yesterday at Lancaster Park.

After losing Marsh in Hadlee's first over, Australia recovered through a solid stand of 145 between Dean Jones and Boon, Jones going on to reach his fourth century in one-day internationals to ensure that Australia would reach a formidable total.

New Zealand's chase began well but ended disastrously. Martin Crowe, leading the side in the absence of Wright, who had influenza, opened with Greatbatch and they had 39 on the board in 10 overs before both were dismissed.

Andrew Jones and Rutherford put on 40 for the third wicket before a complete collapse against O'Donnell and Campbell, which saw the last eight wickets fall while 15 runs were scored.

BOWLS

Price outlasts Australian in final

By David Rhys Jones

John Price, of Swansea, made sport's hoary cliché sound new as he celebrated his win over Ian Schuback, of Australia, in the final of the \$81,000 Embassy world indoor singles championship at the Preston Guild Hall yesterday.

"It's a dream come true," he said. "I never expected to win. I just took one game at a time. Winning was a bonus." Every word was freshly minted and straight from the heart.

Price, who would have been voted "the man most likely" in any players' poll has at last arrived. Putting behind him the image of flatterer, he substituted fire for frailty and outlasted the Australian who, in terms of physique, appeared the stronger by far.

Price was particularly pleased with the way I was able to win the second set," Price said. "Ian made it difficult for me, but it



Match-winner: Richardson strikes another fierce leg-side blow in an unbeaten knock of 108

Relief for a cricket-mad public

David Gower

The former England captain comments on the one-day international in Kingston

taken the best part of 8 1/2 hours to get to a point where the entire game hung on the relative abilities of one man to make good contact with the bat and another to deny him the opportunity to do so.

This is the lottery that is one-day cricket, and that, on this occasion, the man with the bat won, does not mean we have to start jumping up and down on Angus Fraser's back in criticism. But for a yard or so of extra length, the game could have been England's, but then one can start reliving every moment without altering

Argentines bemused by MCC leg spinner

From Paul Parker, Buenos Aires

In 1893 the Argentines were the first cricket side to visit Chile. The journey to Santiago took 3 1/2 days and the Andes were crossed by mule. Serious consideration was given to using this mode of transport when a strike at Buenos Aires airport meant that we were diverted to the Chilean capital.

Fortunately we arrived in time to play the first one-day international of our tour and won by 30 runs after a sparkling knock by the stocky right-hander, Donny Forrester, who reminds me of the Australian Greg Ritchie, had given Argentina a chance of overhauling a modest MCC total.

In the end only the excitable home temperament prevented the embarrassment of defeat. Both Forrester and Morris, who had given valuable support in a stand of 79, ran themselves out before Mark Boocock, the Cheshire leg spinner, baffled the remaining batsmen.

CYCLING

Gornall wins as Maxwell edged out

Peter Maxwell, of Kirkby - Colvorision, missed a repeat of last year's victory in his club's Eddie Sams 50-mile handicap at Aintree by only inches, when he came second to the Commonwealth Games rider, Mark Gornall, of Manchester Wheelers Austin Stars.

They were among a 30-strong leading group which ripped through the rest of the field of 200 riders, who started up to 3min 45sec ahead on the 13-mile Aintree circuit. Despite pouring rain, they covered the 50 miles in 1hr 46min 34sec.

RESULTS: 1st Mark Gornall (Manchester Wheelers Austin Stars); 2nd Peter Maxwell (Kirkby Colvorision); 3rd Eddie Sams (Aintree); 4th W Rendle (Donington RC); 5th N Bishop (ABC); 6th J Hughes (Aberystwyth); 7th F Hampall (Chesham); 8th R Hughes (Donington); 9th C Goughan (Chesham); 10th J Goughan (Chesham).

England A make promising start after early blows

From Richard Streeton, Harare

Only 152 runs came all day, while nine wickets fell, as Zimbabwe and England A locked antlers in their international match here yesterday. It was less tedious cricket than might be thought, and with three days left, neither side can yet claim to hold an advantage.

Atherton and Blakey completed four half-centuries shortly before the close, when England were 115 for two. It was a promising reply to Zimbabwe's first innings of 290, after they failed to capitalize on their good start on Saturday. The ball had already begun to bounce unevenly.

Something of a crisis loomed for England early in the afternoon after Brandes took two wickets in his first five overs. Darren Bicknell fell first ball against one that cut back and skidded through low. Stephenson had already given one chance to the wicketkeeper before he was caught by the same player off a ball which lifted.

Atherton, who seems to see the ball so late, always looked relaxed and was mostly content to take runs off his legs. Blakey, shirt collar turned up with sleeves buttoned at the wrists, brought further reminders of Boycott with numerous defensive prods.

By tea it was 50 for two, before 65 runs came in the last period, the day's most productive session, as Blakey unfurled the occasional off drive. Atherton faced 194 balls, Blakey 190; grim stuff, perhaps, but Keith Fletcher, the England coach, described it as "top quality batting of Test match type in the circumstances".

Mark Nicholas, the captain, said: "We had to consolidate and now we can face tomorrow with confidence."

England bowled far more purposefully earlier than they had done on Saturday, and Igglesden, in particular, moved the ball both ways as he took three for four in his first four overs. Pringle bowled 15 over unchanged through the morning, taking one for 15, and the initial possibility of a Zimbabwean total of more than 400 was never allowed to materialize.

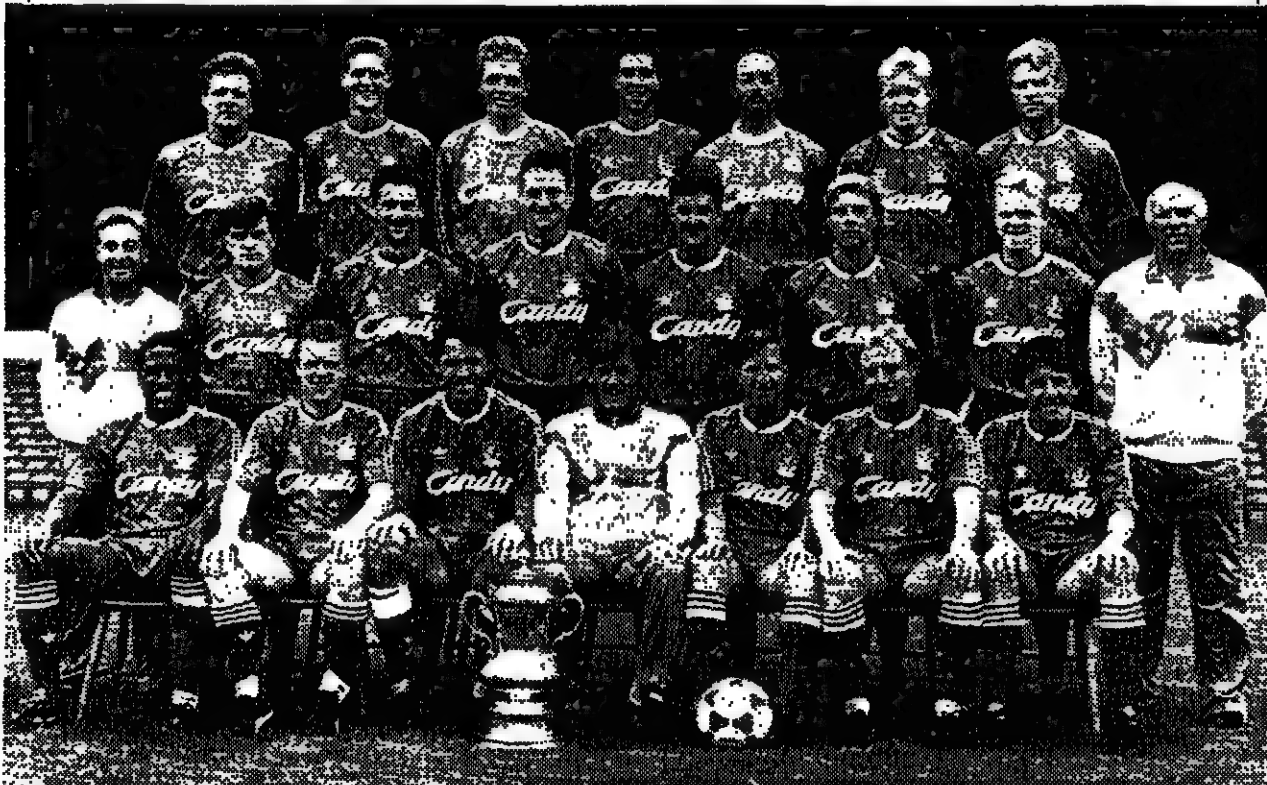
Igglesden struck in his first over by having Flower leg-before as the batsman shuffled backwards in front of his stumps. Flower had been missed twice on Saturday before he scored, but after this he settled down and his left-handed obstinacy proved invaluable as he and Houghton added 73 runs for

Villa fancied to climb

Aston Villa indoor cricket team, which has won the Midlands division of the Tansard National League, is the favourite to gain promotion to the Premier League (Ivo Tennant writes).

In the play-offs, on March 18, it competes against Canterbury and Strikers of Birmingham, who were confirmed yesterday as winners of the southern and northern divisions respectively. The National League season, which began in November, ends with the play-offs at Cricketers' in Leeds. Additional play-offs involve the top four sides in the Premier League to determine the champions. Rochdale are the favourites.

Both indoor cricket leagues have been in existence for four years. There is no western division of the Tansard National League on account of there not being many western teams.



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BOXING: BRELAND MAKES HIS MARK WITH THE JAB THAT DID THE JOB OF DEMOLISHING ONE OF BRITAIN'S MOST HAPLESS TITLE CHALLENGERS

Honeyghan is in no shape to continue

By Srikanth Sen
Boxing Correspondent

It is time for Lloyd Honeyghan to give up the ring. Not so much because he took the biggest thrashing of his life from Mark Breland, of the United States, at Wembley Arena on Saturday night, but because he seems no longer able to meet the demands of professional boxing fully.

He was unable to produce a suitable case in the ring or a credible explanation outside it for one of the worst challenges for a world title seen in Britain for a long time. He was on the floor six times, twice from jabs, in the three rounds it took Breland to stop him and retain his World Boxing Association welterweight title.

Breland's advice yesterday to the Bermudsey boxer was: "He should take some time off and think about what he's going to do. His whole facial expression changed after that first jab. It really shook him up. Maybe it is time for him to do something else."

Joe Furelli, Breland's trainer, added: "Honeyghan was okay until he got hit. Most of Mark's opponents are okay until they get hit."

At the press conference after the bout, Mickey Duff, manager of the 29-year-old Honeyghan, was not too sure if his man would ever be "okay" again. "The future is bleak," Duff said. "He's a big boy and he's the one who will decide what to do. If he does want to go on I'll have to think about whether to go on managing him."

Honeyghan dropped his head into his crossed arms on the table, then held it in his hands and moaned: "I performed terrible. I don't know what the future holds. I never



Exposing the ragamuffin in the challenger's performance: Breland has Honeyghan running scared with nowhere to go except surrender on the ropes and a soothing word from his manager

thought I would be that helpless in the ring. I wish I knew what went wrong. I was in real good shape. I don't know what went wrong."

The answer was that he had no strategy. If Frank Bruno could come back from two crushing knockouts and take a positive view about facing Mike Tyson last February, if Michael Watson and little Billy Hardy could adjust their styles to the needs of the moment — when facing Nigel Benn and Orlando Canizales respectively — why could not Honeyghan?

At the first bell he should have screwed his fists on,

stuck his gloves by his ears and told the 6ft 2in champion: "I am going to beat you and I know how to do it." Instead, after being caught by the first blow, a chopping right, he looked no more determined than a man poking a fire.

Which left one wondering whether he really wanted to get the arena alight by being the first Briton to win a world title three times.

Alex Wallau, the respected ABC commentator, accurately summed up Honeyghan's commitment when he said it was the same Honeyghan that

had been stopped by Starling in the ninth round in Las Vegas a year ago. "Breland was finishing off the job. These were the tenth, eleventh and twelfth rounds of that fight."

There is little need to look beyond Wallau's explanation. Honeyghan was broken by Starling, Honeyghan's reflexes and balance are far from adequate to face opponents at the Breland and Starling level. No amount of hype and money will bring back the sharp young man that got up off the floor to beat Cliff Gilpin, or knocked out Gianfranco Rosi, now the

world light-middleweight champion, or defeated Sylvester Milton, or stopped the "unstoppable" Donald Curry so convincingly.

While the jab that floored Honeyghan in the first round raised doubts round the ring about his punch resistance, for jabs are not expected to floor boxers, it was a good punch. Like all good punches, it travelled about six inches. It carried the full weight of Breland's shoulders and had floored three other opponents and broken John Mundaga's nose.

Honeyghan, who had

blamed his inability to get to grips with Breland on an inadequate warm-up in the dressing-room ("ABC television was rushing me to a fair"), said: "When he hit me with that jab I said I'd better get on my bike."

He was knocked off the bike twice in the second round: first by another identical jab, then an overhead right. After three findings his feet became more important than finding Breland's chin. Inevitably, the unsteady challenger was cornered in the third when Breland started to unleash combinations. He was down

three times and the referee, Julio Alvarez, of Panama, waved it all over as the three-knockdown rule came into play.

His 6,000 supporters, who at the beginning of the evening gave him a typical Wembley welcome, chanted "What a load of rubbish" and booed him back to the dressing-room. Perhaps that was the heaviest blow.

OTHER RESULTS: Light-heavyweight: Michael Gule (Leeds) vs Peter Vesper (Plymouth), no 2nd. Welter: Derek Chisnall (Leeds) vs Jerry Smith (US), no 3rd. Cruiser: Darren Westover (Leeds) vs David O'Brien (Leeds), no 3rd. Heavy: Henry Hetherington (York) vs Joe Bots (US), no 4th.

SNOOKER

New cue is wise buy for winner Chaperon

By Steve Acton

The £130 invested by Bob Chaperon less than a month ago upon an ash cue made-to-measure in his native Canada, paid rich dividends as he beat Alex Higgins 10-8 to win the first prize of £75,000 at the Pearl Assurance British Open in Derby on Saturday.

Chaperon, who lives in Gainsborough, Lincolnshire and is the first overseas player to win a ranking tournament since 1985, had proudly showed off the cue to an admiring teenager at his local club. He said: "I told him: first, I'm going to make a 147 with this cue and, then, I'm going to win my first major title. I made a 147 three days later and the kid said: 'that didn't take long, now go and win your title.'"

That did not take long either, but there were some anxious moments along the way for the world No. 29, who began the tournament seeking only to pick up ranking points in order to preserve his status in the world's top 32.

No moments were more anxious than in the last frame of his 5-4 fifth-round victory over his fellow Canadian and close friend, Alain Robitaille, when he needed three snookers on the last red.

Chaperon said: "After that, I had a premonition that the title was going to be mine but I survived on adrenaline. In the end, I was going to be tired, but just staring at the ceiling, I was so hyped up."

Whether applying his snooker craft or playing golf to a seven handicap, Chaperon has a typical North American self-belief, which brought him through after Higgins had recovered from 4-1 behind to lead 5-4 at the end of the first session of the final.

Higgins clung on in the evening but, if he really does believe he can win the world championship again at the age of 40, as he says, his concentration must improve as much as his form undoubtedly has to take him back into the top 16.

The Irishman carped that his opponent and even the referee, Alan Chamberlain, had infringed his line of vision. Chamberlain could hardly stand anything without receiving a slower.

Higgins's occasionally noisy supporters also received slower and, although outside distractions are irritating, Higgins has been a professional since 1971, so if he does not know by now how to shut them out of his mind who can?

RESULTS: Final: R. Chaperon (Can) vs A. Higgins (Ire) 10-8.

ICE SKATING

Figures are on thin ice

Halifax, Nova Scotia — The world figure skating championships tipple differently into the limelight here today, the men's compulsory figures having been brought forward in advance of tomorrow's opening ceremony (John Heaney writes).

In this context "here" refers to the twin city of Halifax-Dartmouth, since the figure competition has been banished to Dartmouth's Sportsplex on the far side of the harbour. They will be banished altogether after the women's figures on Wednesday.

The men's competition is fraught with uncertainty, since not one of the three principal challengers is totally fit. Kurt Browning, last year's winner for Canada, and his runner-up, Christopher Bowman of the United States, have been beset with injuries. Viktor Petrenko, the new European champion for the Soviet Union, has suffered no physical setbacks but doubts remain about his stamina.

Britain will be represented by Steven Cousins, still only 17 and improving steadily.

ROWING

Oxford win humiliates Cambridge

Oxford's experience defeated Cambridge's enthusiasm at the Reading Head of the River on Saturday (a Special Correspondent writes).

Oxford, racing as Isis A, powered down the three-mile course at a steady 34 strokes per minute, achieving impressive cover in the process. Cambridge, entered as Goldie A, were clearly smaller and less powerful, and raised two strokes higher to compensate, but were 16 seconds slower and suffered the extra humiliation of being beaten by Oxford's reserve crew, who finished second overall.

Oxford, who have been experimenting with their line-up, had the American, Don Miller, at three in place of his compatriot, Dan Johnson. Oxford's winning time of 12min 32sec was only seven seconds outside the course record.

Oxford's other crews also excelled. The heavyweight women were 26 seconds faster than their nearest rivals, London University, and the lightweight women rowed well to win Senior III. Hampton and Eton were by far the fastest schools in the race.

The official announcement of this year's Boat Race crews will take place today at the Houses of Parliament.

RESULTS: 1. Isis A (Oxford) 12min 32.47 sec; 2. Isis B (Oxford) 12min 42.48 sec; 3. Isis C (Oxford) 12min 48.49 sec; 4. Isis D (Oxford) 12min 53.50 sec; 5. Isis E (Oxford) 13min 0.51 sec; 6. Isis F (Oxford) 13min 0.52 sec; 7. Isis G (Oxford) 13min 0.53 sec; 8. Isis H (Oxford) 13min 0.54 sec; 9. Isis I (Oxford) 13min 0.55 sec; 10. Isis J (Oxford) 13min 0.56 sec; 11. Isis K (Oxford) 13min 0.57 sec; 12. Isis L (Oxford) 13min 0.58 sec; 13. Isis M (Oxford) 13min 0.59 sec; 14. Isis N (Oxford) 13min 1.00 sec; 15. Isis O (Oxford) 13min 1.01 sec; 16. Isis P (Oxford) 13min 1.02 sec; 17. Isis Q (Oxford) 13min 1.03 sec; 18. Isis R (Oxford) 13min 1.04 sec; 19. Isis S (Oxford) 13min 1.05 sec; 20. Isis T (Oxford) 13min 1.06 sec; 21. Isis U (Oxford) 13min 1.07 sec; 22. Isis V (Oxford) 13min 1.08 sec; 23. Isis W (Oxford) 13min 1.09 sec; 24. Isis X (Oxford) 13min 1.10 sec; 25. Isis Y (Oxford) 13min 1.11 sec; 26. Isis Z (Oxford) 13min 1.12 sec; 27. Isis AA (Oxford) 13min 1.13 sec; 28. 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Isis JD (Oxford) 13min 3.50 sec; 265. Isis JE (Oxford) 13min 3.51 sec; 266. Isis JF (Oxford) 13min 3.52 sec; 267. Isis JG (Oxford) 13min 3.53 sec; 268. Isis JH (Oxford) 13min 3.54 sec; 269. Isis JI (Oxford) 13min 3.55 sec; 270. Isis JJ (Oxford) 13min 3.56 sec; 271. Isis JK (Oxford) 13min 3.57 sec; 272. Isis JL (Oxford) 13min 3.58 sec; 273. Isis JM (Oxford) 13min 3.59 sec; 274. Isis JN (Oxford) 13min 3.60 sec; 275. Isis JO (Oxford) 13min 3.61 sec; 276. Isis JP (Oxford) 13min 3.62 sec; 277. Isis JQ (Oxford) 13min 3.63 sec; 278. Isis JR (Oxford) 13min 3.64 sec; 279. Isis JS (Oxford) 13min 3.65 sec; 280. Isis JT (Oxford) 13min 3.66 sec; 281. Isis JU (Oxford) 13min 3.67 sec; 282. Isis JV (Oxford) 13min 3.68 sec; 283. Isis JW (Oxford) 13min 3.69 sec; 284. Isis JX (Oxford) 13min 3.70 sec; 285. Isis JY (Oxford) 13min 3.71 sec; 286. Isis JZ (Oxford) 13min 3.72 sec; 287. Isis KA (Oxford) 13min 3.73 sec; 288. Isis KB (Oxford) 13min 3.74 sec; 289. Isis KC (Oxford) 13min 3.75 sec; 290. Isis KD (Oxford) 13min 3.76 sec; 291. Isis KE (Oxford) 13min 3.77 sec; 292. Isis KF (Oxford) 13min 3.78 sec; 293. Isis KG (Oxford) 13min 3.79 sec; 294. Isis KH (Oxford) 13min 3.80 sec; 295. Isis KI (Oxford) 13min 3.81 sec; 296. Isis KL (Oxford) 13min 3.82 sec; 297. Isis KM (Oxford) 13min 3.83 sec; 298. Isis KN (Oxford) 13min 3.84 sec; 299. Isis KO (Oxford) 13min 3.85 sec; 300. Isis KP (Oxford) 13min 3.86 sec; 301. Isis KQ (Oxford) 13min 3.87 sec; 302. Isis KR (Oxford) 13min 3.88 sec; 303. Isis KS (Oxford) 13min 3.89 sec; 304. Isis KT (Oxford) 13min 3.90 sec; 305. Isis KU (Oxford) 13min 3.91 sec; 306. Isis KV (Oxford) 13min 3.92 sec; 307. Isis KW (Oxford) 13min 3.93 sec; 308. Isis KX (Oxford) 13min 3.94 sec; 309. Isis KY (Oxford) 13min 3.95 sec; 310. Isis KZ (Oxford) 13min 3.96 sec; 311. Isis LA (Oxford) 13min 3.97 sec; 312. Isis LB (Oxford) 13min 3.98 sec; 313. Isis LC (Oxford) 13min 3.99 sec; 314. Isis LD (Oxford) 13min 4.00 sec; 315. Isis LE (Oxford) 13min 4.01 sec; 316. Isis LF (Oxford) 13min 4.02 sec; 317. Isis LG (Oxford) 13min 4.03 sec; 318. Isis LH (Oxford) 13min 4.04 sec; 319. Isis LI (Oxford) 13min 4.05 sec; 320. Isis LJ (Oxford) 13min 4.06 sec; 321. Isis LK (Oxford) 13min 4.07 sec; 322. Isis LL (Oxford) 13min 4.08 sec; 323. Isis LM (Oxford) 13min 4.09 sec; 324. Isis LN (Oxford) 13min 4.10 sec; 325. Isis LO (Oxford) 13min 4.11 sec; 326. Isis LP (Oxford) 13min 4.12 sec; 327. Isis LQ (Oxford) 13min 4.13 sec; 328. Isis LR (Oxford) 13min 4.14 sec; 329. Isis LS (Oxford) 13min 4.15 sec; 330. Isis LT (Oxford) 13min 4.16 sec; 331. Isis LU (Oxford) 13min 4.17 sec; 332. Isis LV (Oxford) 13min 4.18 sec; 333. Isis LW (Oxford) 13min 4.19 sec; 334. Isis LX (Oxford) 13min 4.20 sec; 335. Isis LY (Oxford) 13min 4.21 sec; 336. Isis LZ (Oxford) 13min 4.22 sec; 337. Isis MA (Oxford) 13min 4.23 sec; 338. Isis MB (Oxford) 13min 4.24 sec; 339. Isis MC (Oxford) 13min 4.25 sec; 340. Isis MD (Oxford) 13min 4.26 sec; 341. Isis ME (Oxford) 13min 4.27 sec; 342. Isis MF (Oxford) 13min 4.28 sec; 343. Isis MG (Oxford) 13min 4.29 sec; 344. Isis MH (Oxford) 13min 4.30 sec; 345. Isis MI (Oxford) 13min 4.31 sec; 346. Isis MJ (Oxford) 13min 4.32 sec; 347. Isis MK (Oxford) 13min 4.33 sec; 348. Isis ML (Oxford) 13min 4.34 sec; 349. Isis MM (Oxford) 13min 4.35 sec; 350. Isis MN (Oxford) 13min 4.36 sec; 351. Isis MO (Oxford) 13min 4.37 sec; 352. Isis MP (Oxford) 13min 4.38 sec; 353. Isis MQ (Oxford) 13min 4.39 sec; 354. Isis MR (Oxford) 13min 4.40 sec; 355. Isis MS (Oxford) 13min 4.41 sec; 356. Isis MT (Oxford) 13min 4.42 sec; 357. Isis MU (Oxford) 13min 4.43 sec; 358. Isis MV (Oxford) 13min 4.44 sec; 359. Isis MW (Oxford) 13min 4.45 sec; 360. Isis MX (Oxford) 13min 4.46 sec; 361. Isis MY (Oxford) 13min 4.47 sec; 362. Isis MZ (Oxford) 13min 4.48 sec; 363. Isis NA (Oxford) 13min 4.49 sec; 364. Isis NB (Oxford) 13min 4.50 sec; 365. Isis NC (Oxford) 13min 4.51 sec; 366. Isis ND (Oxford) 13min 4.52 sec; 367. Isis NE (Oxford) 13min 4.53 sec; 368. Isis NF (Oxford) 13min 4.54 sec; 369. Isis NG (Oxford) 13min 4.55 sec; 370. Isis NH (Oxford) 13min 4.56 sec; 371. Isis NI (Oxford) 13min 4.57 sec; 372. Isis NJ (Oxford) 13min 4.58 sec; 373. Isis NK (Oxford) 13min 4.59 sec; 374. Isis NL (Oxford) 13min 4.60 sec; 375. Isis NM (Oxford) 13min 4.6

Westway can step up on promising Nottingham effort

By Mandarin

Freddie Starr, who landed the feature race at Newbury on Saturday with Minnehoma, ploughs a proportion of the proceeds back into racing this afternoon when the sponsors the handicap hurdle (3.30) at Windsor.

The popular comedian is without a runner in his own race but Minnehoma's trainer, Martin Pipe, is represented by L'Ané Rouge, formerly a high-class performer with Homer Scott in Ireland.

Even with 12st 3lb, L'Ané Rouge would have a chance if reproducing his best Irish form but he has failed to sparkle over fences this season, and Westway is much preferred.

The winner of a handicap hurdle under 11st 10lb at Sandown last season, Westway has since moved west from Gardie Grissell's Sussex yard to join Gerald Ham at Axminster.

Despite looking backward on his reappearance at Nottingham last month, Westway ran a sound race to finish tenth of 22 to Invasion in a Coral Golden Hurdle qualification.

With that run under his belt, Westway looks sure to play a leading role against today's lesser opposition, the pick of whom may be Golden Celtic and Hairy Hat.

Josh Gifford, Hairy Hat's trainer, is represented in all three novice hurdles and has bright prospects of achieving a first and last race double with



Reg Akhurst: fancied runners at two meetings today

Gallant West tip can top bill at Leicester

By Brian Beal

West Tip tackles his third hunter chase this season in the Stewards of Leicester Land Rover Hunter Chase and Leicester today. Last year, the 13-year-old ran twice before retiring on an archery, and the pattern should be repeated as he has little opposition.

The meeting starts with the first division of the Garthorpe maiden race in which recent point-to-point winners Adventure, Arctic Paddy and Wexford are engaged.

However, Madam's Seal, second in her latest outing at Nottingham, is just preferred.

Two-mile hunter chases usually turn the form upside down and few of the runners for the Park of Leicester Country Club race have much to recommend them in any case. Biju George won at two miles, three furlongs first time out last

No trial for Terminator

From Our Irish Racing Correspondent in Dublin

Royal Miami earned his ticket to Cheltenham next week with an easy five-length success in the two-mile Robertstown Handicap Hurdle in soft ground at Nassau on Saturday.

The five-year-old tracked the favourite, Bannam Rose, until clearing before the final furlong. He was ridden by trainer Victor Bowen's son Charlie and Victor said afterwards: "I will certainly have to let him take his chance now in the County Hurdle as he only has 10st 1lb there and lacks no penalty."

Dermot Weld had mixed luck with his two proposed Cheltenham runners Kichi and General Idea, both of whom started favourite in their respective Irish 1,000 races. Kichi won the Irish Life

Royal Miami books Cheltenham ticket

Assurance Nas Ri Chase by 10 lengths, but General Idea finishing only fifth behind Grey Donau in the Irish Life Assurance Johnstown Hurdle.

Kichi will now go for the Arkle Chase even though Weld said afterwards: "Ideally, he should have had more runs under his belt before going to a place like Cheltenham. But, should everything go right, he should, on the day, be a good account of himself."

This was Kichi's second run and first win over fences. Grey Donau will hardly measure up to Cheltenham standard, but the runner-up, promising four-year-old Bally Ruc, who was caught on the line and beaten a short head on an afternoon when nothing went right for his trainer, Jim Bolger, is a likely Triumphant. Hurdle starter provided the ground is soft.

WINDSOR

Selections

By Mandarin

2.00 Yeoman Farmer.
2.30 HATS HIGH (nap).
3.00 Granny Pray On.

3.30 Westway.
4.00 Stream Bridge.
4.30 Gold Service.
5.00 Murphy's Man.

Going: soft (hurdles); good to soft (chase) (soft in straight)

2.0 THAMES NOVICES HURDLE (Div 1, £1,995: 2m 30yd) (21 runners)

1-12 FINE LINE FINE LINE (J. J. Gifford) N. Henderson 5-11-0 N. Henderson 5-11-0
2-13 FINE LINE FINE LINE (J. J. Gifford) N. Henderson 5-11-0 N. Henderson 5-11-0
3-14 FINE LINE FINE LINE (J. J. Gifford) N. Henderson 5-11-0 N. Henderson 5-11-0
4-15 FINE LINE FINE LINE (J. J. Gifford) N. Henderson 5-11-0 N. Henderson 5-11-0
5-16 FINE LINE FINE LINE (J. J. Gifford) N. Henderson 5-11-0 N. Henderson 5-11-0
6-17 FINE LINE FINE LINE (J. J. Gifford) N. Henderson 5-11-0 N. Henderson 5-11-0
7-18 FINE LINE FINE LINE (J. J. Gifford) N. Henderson 5-11-0 N. Henderson 5-11-0
8-19 FINE LINE FINE LINE (J. J. Gifford) N. Henderson 5-11-0 N. Henderson 5-11-0
9-20 FINE LINE FINE LINE (J. J. Gifford) N. Henderson 5-11-0 N. Henderson 5-11-0
10-21 FINE LINE FINE LINE (J. J. Gifford) N. Henderson 5-11-0 N. Henderson 5-11-0
11-22 FINE LINE FINE LINE (J. J. Gifford) N. Henderson 5-11-0 N. Henderson 5-11-0
12-23 FINE LINE FINE LINE (J. J. Gifford) N. Henderson 5-11-0 N. Henderson 5-11-0

2.30 FINAL SELLING HURDLE (Div 1, £1,995: 2m 30yd) (22 runners)

1-12 FINE LINE FINE LINE (J. J. Gifford) N. Henderson 5-11-0 N. Henderson 5-11-0
2-13 FINE LINE FINE LINE (J. J. Gifford) N. Henderson 5-11-0 N. Henderson 5-11-0
3-14 FINE LINE FINE LINE (J. J. Gifford) N. Henderson 5-11-0 N. Henderson 5-11-0
4-15 FINE LINE FINE LINE (J. J. Gifford) N. Henderson 5-11-0 N. Henderson 5-11-0
5-16 FINE LINE FINE LINE (J. J. Gifford) N. Henderson 5-11-0 N. Henderson 5-11-0
6-17 FINE LINE FINE LINE (J. J. Gifford) N. Henderson 5-11-0 N. Henderson 5-11-0
7-18 FINE LINE FINE LINE (J. J. Gifford) N. Henderson 5-11-0 N. Henderson 5-11-0
8-19 FINE LINE FINE LINE (J. J. Gifford) N. Henderson 5-11-0 N. Henderson 5-11-0
9-20 FINE LINE FINE LINE (J. J. Gifford) N. Henderson 5-11-0 N. Henderson 5-11-0
10-21 FINE LINE FINE LINE (J. J. Gifford) N. Henderson 5-11-0 N. Henderson 5-11-0
11-22 FINE LINE FINE LINE (J. J. Gifford) N. Henderson 5-11-0 N. Henderson 5-11-0
12-23 FINE LINE FINE LINE (J. J. Gifford) N. Henderson 5-11-0 N. Henderson 5-11-0

2.40 BASIL HANDICAP HURDLE (Div 1, £1,995: 2m 40yd) (24 runners)

1-12 FINE LINE FINE LINE (J. J. Gifford) N. Henderson 5-11-0 N. Henderson 5-11-0
2-13 FINE LINE FINE LINE (J. J. Gifford) N. Henderson 5-11-0 N. Henderson 5-11-0
3-14 FINE LINE FINE LINE (J. J. Gifford) N. Henderson 5-11-0 N. Henderson 5-11-0
4-15 FINE LINE FINE LINE (J. J. Gifford) N. Henderson 5-11-0 N. Henderson 5-11-0
5-16 FINE LINE FINE LINE (J. J. Gifford) N. Henderson 5-11-0 N. Henderson 5-11-0
6-17 FINE LINE FINE LINE (J. J. Gifford) N. Henderson 5-11-0 N. Henderson 5-11-0
7-18 FINE LINE FINE LINE (J. J. Gifford) N. Henderson 5-11-0 N. Henderson 5-11-0
8-19 FINE LINE FINE LINE (J. J. Gifford) N. Henderson 5-11-0 N. Henderson 5-11-0
9-20 FINE LINE FINE LINE (J. J. Gifford) N. Henderson 5-11-0 N. Henderson 5-11-0
10-21 FINE LINE FINE LINE (J. J. Gifford) N. Henderson 5-11-0 N. Henderson 5-11-0
11-22 FINE LINE FINE LINE (J. J. Gifford) N. Henderson 5-11-0 N. Henderson 5-11-0
12-23 FINE LINE FINE LINE (J. J. Gifford) N. Henderson 5-11-0 N. Henderson 5-11-0

2.50 LEVY BOARD NOVICES HURDLE (Div 1, £1,995: 2m 40yd) (25 runners)

1-12 FINE LINE FINE LINE (J. J. Gifford) N. Henderson 5-11-0 N. Henderson 5-11-0
2-13 FINE LINE FINE LINE (J. J. Gifford) N. Henderson 5-11-0 N. Henderson 5-11-0
3-14 FINE LINE FINE LINE (J. J. Gifford) N. Henderson 5-11-0 N. Henderson 5-11-0
4-15 FINE LINE FINE LINE (J. J. Gifford) N. Henderson 5-11-0 N. Henderson 5-11-0
5-16 FINE LINE FINE LINE (J. J. Gifford) N. Henderson 5-11-0 N. Henderson 5-11-0
6-17 FINE LINE FINE LINE (J. J. Gifford) N. Henderson 5-11-0 N. Henderson 5-11-0
7-18 FINE LINE FINE LINE (J. J. Gifford) N. Henderson 5-11-0 N. Henderson 5-11-0
8-19 FINE LINE FINE LINE (J. J. Gifford) N. Henderson 5-11-0 N. Henderson 5-11-0
9-20 FINE LINE FINE LINE (J. J. Gifford) N. Henderson 5-11-0 N. Henderson 5-11-0
10-21 FINE LINE FINE LINE (J. J. Gifford) N. Henderson 5-11-0 N. Henderson 5-11-0
11-22 FINE LINE FINE LINE (J. J. Gifford) N. Henderson 5-11-0 N. Henderson 5-11-0
12-23 FINE LINE FINE LINE (J. J. Gifford) N. Henderson 5-11-0 N. Henderson 5-11-0

2.55 LEVY BOARD NOVICES HURDLE (Div 1, £1,995: 2m 40yd) (26 runners)

1-12 FINE LINE FINE LINE (J. J. Gifford) N. Henderson 5-11-0 N. Henderson 5-11-0
2-13 FINE LINE FINE LINE (J. J. Gifford) N. Henderson 5-11-0 N. Henderson 5-11-0
3-14 FINE LINE FINE LINE (J. J. Gifford) N. Henderson 5-11-0 N. Henderson 5-11-0
4-15 FINE LINE FINE LINE (J. J. Gifford) N. Henderson 5-11-0 N. Henderson 5-11-0
5-16 FINE LINE FINE LINE (J. J. Gifford) N. Henderson 5-11-0 N. Henderson 5-11-0
6-17 FINE LINE FINE LINE (J. J. Gifford) N. Henderson 5-11-0 N. Henderson 5-11-0
7-18 FINE LINE FINE LINE (J. J. Gifford) N. Henderson 5-11-0 N. Henderson 5-11-0
8-19 FINE LINE FINE LINE (J. J. Gifford) N. Henderson 5-11-0 N. Henderson 5-11-0
9-20 FINE LINE FINE LINE (J. J. Gifford) N. Henderson 5-11-0 N. Henderson 5-11-0
10-21 FINE LINE FINE LINE (J. J. Gifford) N. Henderson 5-11-0 N. Henderson 5-11-0
11-22 FINE LINE FINE LINE (J. J. Gifford) N. Henderson 5-11-0 N. Henderson 5-11-0
12-23 FINE LINE FINE LINE (J. J. Gifford) N. Henderson 5-11-0 N. Henderson 5-11-0

2.55 LEVY BOARD NOVICES HURDLE (Div 1, £1,995: 2m 40yd) (27 runners)

1-12 FINE LINE FINE LINE (J. J. Gifford) N. Henderson 5-11-0 N. Henderson 5-11-0
2-13 FINE LINE FINE LINE (J. J. Gifford) N. Henderson 5-11-0 N. Henderson 5-11-0
3-14 FINE LINE FINE LINE (J. J. Gifford) N. Henderson 5-11-0 N. Henderson 5-11-0
4-15 FINE LINE FINE LINE (J. J. Gifford) N. Henderson 5-11-0 N. Henderson 5-11-0
5-16 FINE LINE FINE LINE (J. J. Gifford) N. Henderson 5-11-0 N. Henderson 5-11-0
6-17 FINE LINE FINE LINE (J. J. Gifford) N. Henderson 5-11-0 N. Henderson 5-11-0
7-18 FINE LINE FINE LINE (J. J. Gifford) N. Henderson 5-11-0 N. Henderson 5-11-0
8-19 FINE LINE FINE LINE (J. J. Gifford) N. Henderson 5-11-0 N. Henderson 5-11-0
9-20 FINE LINE FINE LINE (J. J. Gifford) N. Henderson 5-11-0 N. Henderson 5-11-0
10-21 FINE LINE FINE LINE (J. J. Gifford) N. Henderson 5-11-0 N. Henderson 5-11-0
11-22 FINE LINE FINE LINE (J. J. Gifford) N. Henderson 5-11-0 N. Henderson 5-11-0
12-23 FINE LINE FINE LINE (J. J. Gifford) N. Henderson 5-11-0 N. Henderson 5-11-0

2.55 LEVY BOARD NOVICES HURDLE (Div 1, £1,995: 2m 40yd) (28 runners)

1-12 FINE LINE FINE LINE (J. J. Gifford) N. Henderson 5-11-0 N. Henderson 5-11-0
2-13 FINE LINE FINE LINE (J. J. Gifford) N. Henderson 5-11-0 N. Henderson 5-11-0
3-14 FINE LINE FINE LINE (J. J. Gifford) N. Henderson 5-11-0 N. Henderson 5-11-0
4-15 FINE LINE FINE LINE (J. J. Gifford) N. Henderson 5-11-0 N. Henderson 5-11-0
5-16 FINE LINE FINE LINE (J. J. Gifford) N. Henderson 5-11-0 N. Henderson 5-11-0
6-17 FINE LINE FINE LINE (J. J. Gifford) N. Henderson 5-11-0 N. Henderson 5-11-0
7-18 FINE LINE FINE LINE (J. J. Gifford) N. Henderson 5-11-0 N. Henderson 5-11-0
8-19 FINE LINE FINE LINE (J. J. Gifford) N. Henderson 5-11-0 N. Henderson 5-11-0
9-20 FINE LINE FINE LINE (J. J. Gifford) N. Henderson 5-11-0 N. Henderson 5-11-0
10-21 FINE LINE FINE LINE (J. J. Gifford) N. Henderson 5-11-0 N. Henderson 5-11-0
11-22 FINE LINE FINE LINE (J. J. Gifford) N. Henderson 5-11-0 N. Henderson 5-11-0
12-23 FINE LINE FINE LINE (J. J. Gifford) N. Henderson 5-11-0 N. Henderson 5-11-0

2.55 LEVY BOARD NOVICES HURDLE (Div 1, £1,995: 2m 40yd) (29 runners)

1-12 FINE LINE FINE LINE (J. J. Gifford) N. Henderson 5-11-0 N. Henderson 5-11-0
2-13 FINE LINE FINE LINE (J. J. Gifford) N. Henderson 5-11-0 N. Henderson 5-11-0
3-14 FINE LINE FINE LINE (J. J. Gifford) N. Henderson 5-11-0 N. Henderson 5-11-0
4-15 FINE LINE FINE LINE (J. J. Gifford) N. Henderson 5-11-0 N. Henderson 5-11-0
5-16 FINE LINE FINE LINE (J. J. Gifford) N. Henderson 5-11-0 N. Henderson 5-11-0
6-17 FINE LINE FINE LINE (J. J. Gifford) N. Henderson 5-11-0 N. Henderson 5-11-0
7-18 FINE LINE FINE LINE (J. J. Gifford) N. Henderson 5-11-0 N. Henderson 5-11-0
8-19 FINE LINE FINE LINE (J. J. Gifford) N. Henderson 5-11-0 N. Henderson 5-11-0
9-20 FINE LINE FINE LINE (J. J. Gifford) N. Henderson 5-11-0 N. Henderson 5-11-0
10-21 FINE LINE FINE LINE (J. J. Gifford) N. Henderson 5-11-0 N. Henderson 5-11-0
11-22 FINE LINE FINE LINE (J. J. Gifford) N. Henderson 5-11-0 N. Henderson 5-11-0
12-23 FINE LINE FINE LINE (J. J. Gifford) N. Henderson 5-11-0 N. Henderson 5-11-0

2.55 LEVY BOARD NOVICES HURDLE (Div 1, £1,995: 2m 40yd) (30 runners)

1-12 FINE LINE FINE LINE (J. J. Gifford) N. Henderson 5-11-0 N. Henderson 5-11-0
2-13 FINE LINE FINE LINE (J. J. Gifford) N. Henderson 5-11-0 N. Henderson 5-11-0
3-14 FINE LINE FINE LINE (J. J. Gifford) N. Henderson 5-11-0 N. Henderson 5-11-0
4-15 FINE LINE FINE LINE (J. J. Gifford) N. Henderson 5-11-0 N. Henderson 5-11-0
5-16 FINE LINE FINE LINE (J. J. Gifford) N. Henderson 5-11-0 N. Henderson 5-11-0
6-17 FINE LINE FINE LINE (J. J. Gifford) N. Henderson 5-11-0 N. Henderson 5-11-0
7-18 FINE LINE FINE LINE (J. J. Gifford) N. Henderson 5-11-0 N. Henderson 5-11-0
8-19 FINE LINE FINE LINE (J. J. Gifford) N. Henderson 5-11-0 N. Henderson 5-11-0
9-20 FINE LINE FINE LINE (J. J. Gifford) N. Henderson 5-11-0 N. Henderson 5-11-0
10-21 FINE LINE FINE LINE (J. J. Gifford) N. Henderson 5-11-0 N. Henderson 5-11-0
11-22 FINE LINE FINE LINE (J. J. Gifford) N. Henderson 5-11-0 N. Henderson 5-11-0
12-23 FINE LINE FINE LINE (J. J. Gifford) N. Henderson 5-11-0 N. Henderson 5-11-0

2.55 LEVY BOARD NOVICES HURDLE (Div 1, £1,995: 2m 40yd) (31 runners)

1-12 FINE LINE FINE LINE (J. J. Gifford) N. Henderson 5-11-0 N. Henderson 5-11-0
2-13 FINE LINE FINE LINE (J. J. Gifford) N. Henderson 5-11-0 N. Henderson 5-11-0
3-14 FINE LINE FINE LINE (J. J. Gifford) N. Henderson 5-11-0 N. Henderson 5-11-0
4-15 FINE LINE FINE LINE (J. J. Gifford) N. Henderson 5-11-0 N. Henderson 5-11-0
5-16 FINE LINE FINE LINE (J. J. Gifford) N. Henderson 5-11-0 N. Henderson 5-11-0
6-17 FINE LINE FINE LINE (J. J. Gifford) N. Henderson 5-11-0 N. Henderson 5-11-0
7-18 FINE LINE FINE LINE (J. J. Gifford) N. Henderson 5-11-0 N. Henderson 5-11-0
8-19 FINE LINE FINE LINE (J. J. Gifford) N. Henderson 5-11-0 N. Henderson 5-11-0
9-20 FINE LINE FINE LINE (J. J. Gifford) N. Henderson 5-11-0 N. Henderson 5-11-0
10-21 FINE LINE FINE LINE (J. J. Gifford) N. Henderson 5-11-0 N. Henderson 5-11-0
11-22 FINE LINE FINE LINE (J. J. Gifford) N. Henderson 5-11-0 N. Henderson 5-11-0
12-23 FINE LINE FINE LINE (J. J. Gifford) N. Henderson 5-11-0 N. Henderson 5-11-0

2.55 LEVY BOARD NOVICES HURDLE (Div 1, £1,995: 2m 40yd) (32 runners)

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3.30 FREDDIE STARR HANDICAP HURDLE (Div 2, £2,742: 2m 60yd) (20 runners)

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3.30 FREDDIE STARR HANDICAP HURDLE (Div 2, £2,742: 2m 60yd) (21 runners)

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3.30 FREDDIE STARR HANDICAP HURDLE (Div 2, £2,742: 2m 60yd) (22 runners)

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3.30 FREDDIE STARR HANDICAP HURDLE (Div 2, £2,742: 2m 60yd) (23 runners)

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3.30 FREDDIE STARR HANDICAP HURDLE (Div 2, £2,742: 2m 60yd) (24 runners)

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3.30 FREDDIE STARR HANDICAP HURDLE (Div 2, £2,742: 2m 60yd) (25 runners)

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3.30 FREDDIE STARR HANDICAP HURDLE (Div 2, £2,742: 2m 60yd) (26 runners)

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3.30 FREDDIE STARR HANDICAP HURDLE (Div 2, £2,742: 2m 60yd) (27 runners)

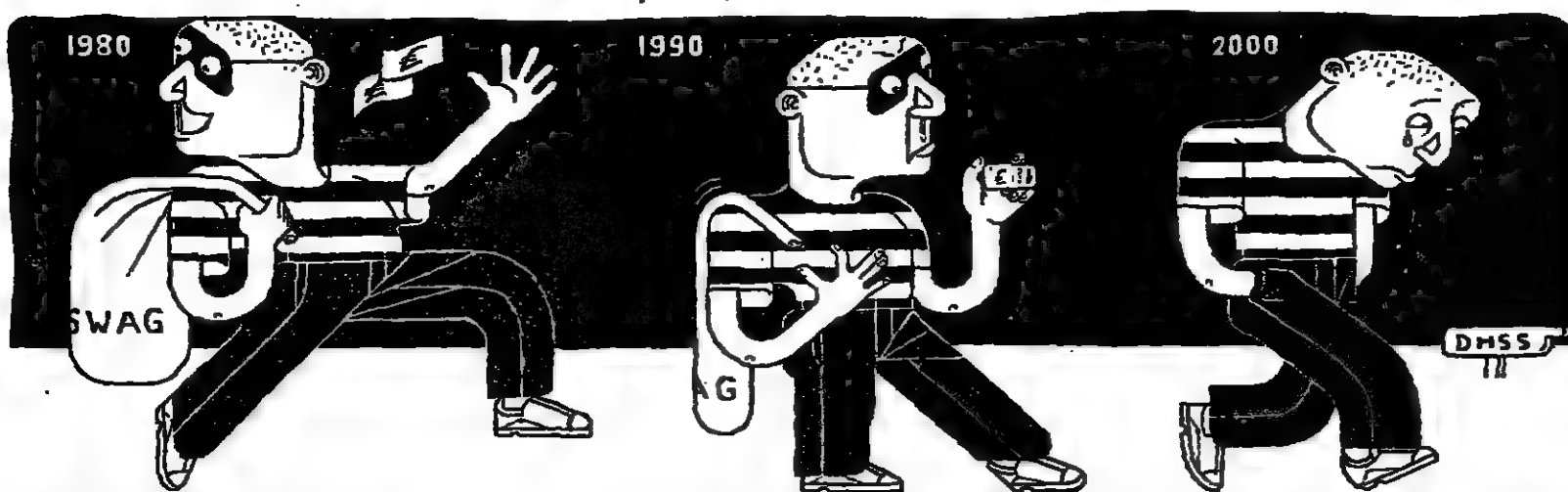
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3.30 FREDDIE STARR HANDICAP HURDLE (Div 2, £2,742: 2m 60yd) (28 runners)

1-12 FINE LINE FINE LINE (

Time to let go of the folding stuff

Neil Bennett
looks at Britain's
progress towards
the cashless
society; a dream
at least five years
from realization
despite the
technological
capability



Supporters of the cashless society have grown accustomed to waiting. Most agree the idea is a good one, whether it is the gold card-wielding executive or the cost-conscious banker. The technology is available and tests prove it will work. Yet the years go by and shop tills and wallets are still as stuffed with notes and coins as they ever were. The revolutionary system thought up in the Eighties is being shelved in

favour of simpler, intermediate operations which can be installed faster. The developments are being made, but the banking industry has become resigned to a long campaign to win acceptance for its dream. There are many drawbacks to handling cash. It is expensive to manage and carries an inherent risk. Any retailer or banker has to spend a fortune on the staff to collect and protect it, and on the machines to sort and transport it. And cash goes missing,

whether by theft, fraud or human error. Other paper-based systems are little better. Britain's big five banks spend hundreds of millions each year on the staff and equipment to sort and cash cheques. So the prospect of an electronic system to transfer money from the consumer's pocket to the retailer's bank account is an appealing one. Banks estimate that once eftpos (electronic funds transfer at point of sale) equipment is fully established, it could

save them up to half the cheque and cash sorting costs. The journey towards the cashless society dates from 1968, when Barclaycard, the first credit card, was introduced. The consumer was being offered a flexible tool which not only took care of purchases but also offered a revolving credit facility. It was only 10 years later that credit cards began to achieve popular support. Today, up to a third of people in Britain hold some kind of

credit card. More recently, other forms of plastic have proliferated in our wallets; more than half of all adults own an automatic telling machine (ATM) card, while Midland Bank, National Westminster and the Royal Bank of Scotland have rolled out 10.5 million Switch cards since they launched their direct debit system in 1988. But statistics show all these developments have hardly dented our love of folding stuff. A recent survey by the

Association for Payment Clearing Services (Apacs) shows that cash still accounts for nearly 80 per cent of all retail payments over £1, and almost all payments below that. Even current account holders still make almost three-quarters of their payments over £1 in cash. Payments by "plastic" account for only 6.5 per cent of the total, and only 3 per cent of the retail sector. They are still outstripped by the inefficient cheque by almost

three to one. As Stephen Myhill, Girobank's director of personal banking, says: "It is clear that the cashless society is a subject for discussion in the same context as package holidays on the moon."

The picture is changing, in 1976 cash was used for 93 per cent of transactions and has been declining in importance steadily. But if the pace of change does not accelerate, it will be well into the next century before cash loses its pre-eminence. In one respect, the banks which are investing millions to promote non-cash transactions are shooting themselves in the foot with the proliferation of the ATMs. There are now 15,000 computer cash dispensers in our high streets, most of them belonging to one of the three main networks. Link, Barclays-Lloyds and Midland-National Westminster.

Together they make it easier than ever before for an account holder to obtain hundreds of pounds which he can then go and spend yards away. There were 720 million ATM withdrawals in 1988, an increase of 16 per cent on the year before, compared with only 2 per cent growth in cheque volume. Apacs forecast that cheque volumes will soon stagnate at around 3.7 billion and begin to fall off at the end of the decade.

Growth in ATM use is forecast to compete with eftpos development for at least another five years, and could reach 1.2 billion withdrawals a year by 1995. After that, electronic transfer may begin to assert itself. Another area where the banks are seemingly holding back progress is their reluctant agreement to raise the ceiling on cheque-guarantee cards. Until 1987, the banks had kept the limit at £50, and there was clear evidence that the decline

in their buying power was forcing customers to use other payment methods, principally credit cards.

But Abbey National's success with its £100 cheque card has pushed most banks into offering limits of up to £250 for its wealthier customers, which could delay them into making the cultural change to paying by electronic transfer. But Apacs has documented one change that has prepared the ground for these sophisticated financial operations. In the past 15 years, bank accounts have become accepted by the British public as a need. Almost three-quarters of adults held a current account in 1988, compared to less than half in 1976.

Only 12 million adults, mostly the unemployed, the elderly or housewives, do not hold a current account, and these groups offer little prospect for the banks' new business hunters. Instead the institutions can use their customer network to introduce new systems rapidly.

The next three years will see much upheaval in all the embryonic elements of the cashless society. Credit card issuers have to decide whether the annual charge is to become a standard feature, as the divide between them and charge cards grows, and issuers search for a profitable niche in the maturing market.

Eftpos is here, but in a more modest form than the banking community had envisaged. It will be another year before its success can be gauged, and innovations like central clearing and instantaneous debiting become possible.

Finally, everyone is holding their breath wondering if any institution will have the nerve to try a general launch of the "smart card" system where cards can be programmed with credit details. The cashless society may not be here yet, but it will remain a topic of intense debate.

£100
CHEQUE
GUARANTEE
CARD.



BECAUSE THINGS AREN'T GETTING ANY CHEAPER.

These days the £50 cheque card is clearly a joke.

But the hassle and inconvenience that goes with it isn't funny.

Now, thankfully, TSB customers have been offered something much more sensible.

The £100 Bankcard.

It guarantees cheques for probably double the amount of your present cheque card.

It acts as a debit card.

It even extracts cash from machines.

And it's only available from TSB.

TSB BANKCARD

NOT APPLICABLE IN N. IRELAND. SUBJECT TO STATUS. TSB CURRENT ACCOUNT REQUIRED.

Charges revive troubled card market's hopes

Credit card charges are viewed by the industry as a way of stabilizing its future and offering a fairer client service

On August 23 last year, the British credit card industry suffered the biggest trauma of its history. Just as the Monopolies and Mergers Commission's report on credit card companies was finally published, Lloyds Bank announced it was planning to introduce an annual charge on its 3 million Access cards. The commission's report suggested that retailers should be allowed to quote higher prices for credit card payers, or alternatively, offer a discount for cash, a suggestion later endorsed by Mr Nicholas Ridley, the Secretary of State for Trade (Neil Bennett writes).

If this becomes law later this year, those who issue Mastercard and Visa will be faced with tougher competition. Not only will they have to convince customers to pay more for their goods, in the face of the growing number of rival payment methods, they will also need to get cardholders to borrow, despite the availability of loans elsewhere.

Lloyds Bank's decision highlights the increasing competition and dwindling profitability within the industry. It also marks the start of a thorough shake-up in traditional credit card services, as issuers begin to look at ways of gaining an edge on rivals.

Since the introduction of Barclaycard in 1968 and Access in 1972, credit cards have offered an uncomfortable combination of services. On the one hand they were cashless shopping devices, which gave the user up to 60 days in which to settle everyday bills, and on the other they were an easy source of unsecured credit, albeit at a premium interest rate.

While this provided a flexible tool for customers who used them properly, there were false economies in the operation. The 50 to 60 per cent of people who paid interest were subsidising the people who settled their bills in full.

This was never a problem while the issuers profited from a cosy duopoly in an expanding market in the Seventies and early Eighties. But a chain of events in the last three years has exposed the cracks in the system.

The arrival of dozens of new issuers at a time when the market was maturing created the first problems. Britain has

30 million cards in circulation, well ahead of its European competitors. When institutions like Chase Manhattan and Save & Prosper began offering lower interest rates to credit-worthy borrowers, they were wooing away the established issuers' best customers.

Card holders were also becoming increasingly sophisticated. The proportion of "nil-payers", those who do not incur interest charges, increased to almost 50 per cent.

The changes have devastated the issuers' recent profits. At Lloyds they fell by two-thirds to £11 million in 1989, and went into losses in December.

The reaction to Lloyds' decision to charge a £12 fee and cut interest rates was dramatic. A fifth of the total number of customers, 600,000 people, closed their accounts. But the bank maintains it is happy with this, since most of the dissidents were either nil-payers or had dormant accounts. The card operations are now returning to profit, it says.

Privately, other bankers have applauded Lloyds' action. "They have a tremendous spring clean," one said. Most agree that annual fees are likely to become a standard feature.

Barclays may be the exception since it not only makes strong profits from its merchanting business, but Barclaycard, the largest credit card with its nine million customers, is a combined cheque-guarantee card for bank customers.

The stage is set for the credit card market to develop distinct segments, as issuers offer different charges and interest rates to attract different types of customers.

The upheavals have removed the focus from the so-called affinity cards, which, like the Midland's Arts card, offer to pay a set amount to a particular cause for every £1 spent. Most issuers have been disappointed by their moves in this field and have realized that, for now, customers want basic value for money rather than peripheral benefits.

The credit card business the forerunner of the cashless society, may change beyond recognition in the next three years. But in the end both customers and card issuers should benefit from the growing diversity in the market.

Goodbye cheque book...

Electronic fund-transfer shopping, which began with the introduction of the Switch system, is spreading rapidly in the high street.

Neil Bennett explains how it works

At the end of 1988 a small green symbol began appearing on the back of bank cards. Called Switch, the symbol was part of a new paper-free payment system. After years of discussion, electronic fund transfer at point of sale (Efpos) had arrived.

In two years, Efpos has gone from this standing start to become an established feature of the high street. More than 10.5 million cards, mostly from Midland, National Westminster and the Royal Bank of Scotland, can now be used in 23,000 electronic Switch debiting machines across the country.

At its side, Barclays' Connect and Lloyds' Visa debiting systems are gaining momentum, although they can still be used in the traditional paper-based card transaction.

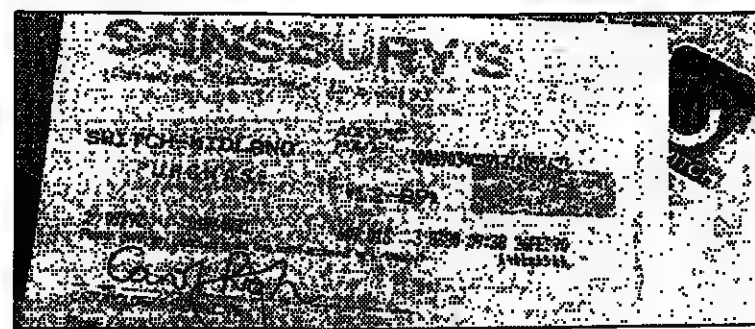
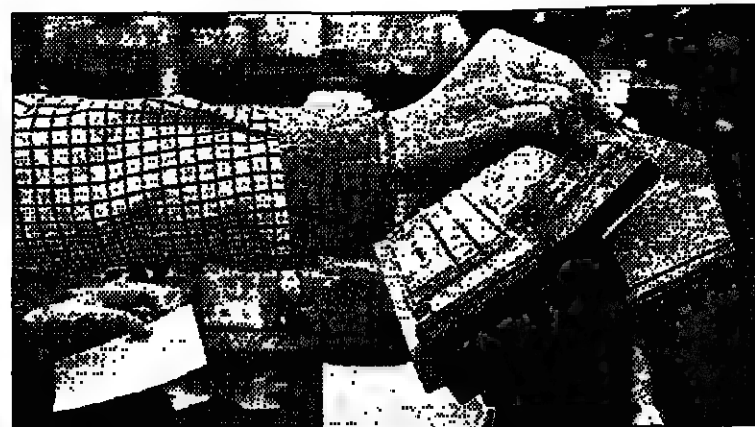
The banks have rolled out Switch at an impressive speed. At the start of the year, there were just two Shell petrol stations with Switch facilities. Now there are 1,100. By the end of May, all 3,500 stations in Britain should be equipped. More than 4,000 terminals are being opened every month, with the banks using as their target the 160,000 retail outlets in Britain which take credit cards. Even Marks & Spencer, with its aversion to other people's plastic cards, is experimenting with Switch.

But the other side of the equation - the customer -

will take longer to develop. Market research shows that only a third of Switch card owners know they can use this facility, since most Switch cards are combined with cheque-guarantee or cash-dispenser cards. Even so, there are up to 70 million debit card transactions annually, and bankers are well pleased with the speed of development. "The whole thing has ex-



Leading the way: a Sainsbury's customer hands over her card, which is then passed through an electronic till. A receipt is produced and the customer signs the slip; the bank receives the data



ploded like home computers or videos," Mr Scott Thompson, head of merchant services at Midland Bank, says. The development has been expensive. Midland estimates the Switch programme has cost it up to £30 million. But the prize is a reduction of up to 50 per cent in the costs of processing paper-based payments, hundreds of millions of pounds each year, so it is

money well spent. Sainsbury's has led the way among retailers in installing the new Efpos systems. Already more than 90 per cent of its stores can take the Switch and Visa cards. Use of the cards in its stores is well above the national average. Since December, 8 per cent of all transactions are being made by Efpos, and 17 per cent of total sales.

But nationally, electronic debit transactions barely register against the huge daily flow of cash in the high street.

The Efpos system in Sainsbury's is typical. When the bill is rung up, the customer hands over his card. This is wiped through a magnetic reader and a slip printed out for the customer to sign.

The data is then stored in the branch's computer, and transmitted to the chain's central clearing computer at the end of the day. From there it goes to the acquiring bank, Midland, which pays it in an average of three days. The bank's stolen cards lists are entered into the branch computers every day as a security measure.

Sainsbury's is already experimenting with the next step in Switch's development, Cashback, where the customer can ask for up to £30 in cash as well as settling his bill.

The irony of it is that Switch and Visa have succeeded where more sophisticated systems have failed. Last month, the Association for Payment

Clearing Services (APACS), the cheque-clearing house owned jointly by the major banks, decided to close its Efpos UK pilot scheme in April. Efpos UK, which took three years and £60 million to develop, offered retailers a far more sophisticated system. Not only would it act as a central clearing operation, but Efpos UK terminals included a fail-

safe security system which scrambled data if opened. The market, however, was demanding an Efpos system immediately, something APACS could not provide, so the banks' individual operations have triumphed. The roll out of Efpos systems will continue, while APACS can only wait and hope that the systems will be

merged at a later date. Barclays has applied for Switch membership, but insists it will not abandon its Connect Visa system. Switch and Connect regulations prohibit the bank from putting both systems on the same card, so it may be forced to issue a separate Switch card. Retailers are so pleased with the cost and time savings from

debit cards that they are already putting pressure on banks to develop the next stage - instantaneous or same-day debiting, so they can bank their money three days sooner. The banks are likely to resist the pressure for now since the cost could be prohibitive. But retailers and banks alike will continue their battle against expensive paper.



Sign of the times: Switch joins the shopping-by-card system

The biggest name behind retail cards

Welbeck Financial Services Limited are the market leaders administering over one in five of the retail cards used in Britain today.

That's over 4,000,000 cards issued by leading retailers like Laura Ashley, Russell and Bromley, Kwik Fit, Tandy and Kodak.

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Incorporated in Luxembourg. A subsidiary of BCCI Holdings (Luxembourg) SA.

If the credit account shown on your BCC Statement is paid by the date indicated on your Statement there is no interest charge. If the total amount is not paid in full, interest is charged at the following rates:

Where an annual fee is paid	(1.7% p.a.)	22.4% APR	22.9% APR
Where an annual fee is not paid	(1.9% p.a.)	25.3% APR	25.6% APR

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Cardholders are required to pay each month at least 10% of the amount owing, whichever is greater. Payment must be made to reach your account within 25 days of the date of the statement.

The monthly interest rate, cash advance service charge and annual fee may be varied.

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THE CASHLESS SOCIETY/3

Paper-free trading heralds a new age

NatWest Bank's
electronic
payment system
replaces the
postman in
trading deals.

Report by
Clive Parish

Hundreds of British businesses now conduct inter-company trade without pen touching paper. Everything from order forms to delivery instructions are transmitted and processed via electronic data interchange, or EDI.

And later this year the introduction of the first EDI payment system by a major bank will enable these companies to settle their accounts

in the same way, doing away with cheques, remittance, debit and credit advices, and manual signatures. The trading cycle will become completely paperless.

EDI enables companies to communicate with their suppliers and customers by exchanging messages between computers. The messages are standardized so that all computers - anything from IBM-compatible PCs to mainframe systems - can read and act upon information without human intervention.

The messages are normally exchanged using a store and forward system operated by a third party, one of the commercial EDI networks. The sender dials and connects to the network and delivers outgoing messages to a "post-box", where they are sorted and passed on to the receiving "mailbox" for retrieval.

Transactions which once took days or weeks are made in a fraction of the time, error free and with guaranteed delivery of data.

Britain has the largest EDI community in Europe, with

users in most sectors of commerce and industry. "We have seen enormous growth in the EDI market over the last three years," says Mr Brian Morgan, financial services marketing manager at International Net-manager at International Net Services, the largest network provider in Britain. "We are expanding at the rate of 50 to 60 new companies each month. Our user base is doubling each year and total traffic is doubling every six months."

INS, formed jointly by ICL and General Electric Information Services in early 1987, operates several EDI networks including Tradanet, provided exclusively for members of the Article Number Association, Britain's trade association.

It is through Tradanet that the National Westminster Bank will launch the first EDI trade-payments service later this year, NatWest hails it as the most significant banking move this century.

"The idea is to take people trading using EDI and allow them to create a completely integrated system," says Mr Jerry Whitmarsh, senior manager of strategy and research in NatWest's automated business services department.

"At the moment they can exchange various business documents using EDI, but when it comes to settlement they have had to use an alternative. In 98 per cent of cases this has meant printing out a copy of a remittance advice, stapling a cheque to it and popping it in the post."

Payment instruction messages will be generated using

data already on the system, such as an order message to a supplier. NatWest, its customer and the supplier will all be members of Tradanet and therefore able to exchange messages amongst themselves and other network members.

When NatWest receives the payment order message, it debits the customer's account and sends a credit entry to the supplier in the normal way. Having transacted the payment, the bank then returns to the network and sends debit and credit advice messages to the customer and supplier.

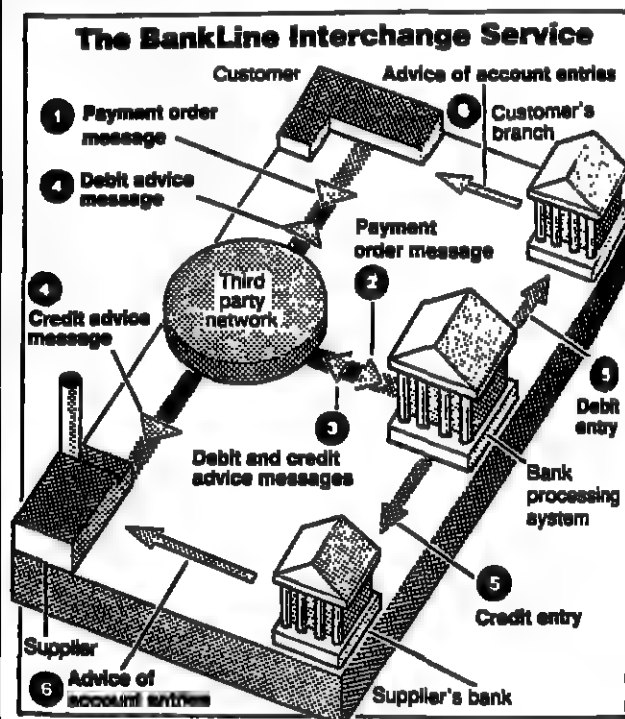
The most important aspect of a settlement system is security. The NatWest system, called BankLine Interchange, will use the Tradanet connection and translation software - but access will be restricted by smartcards.

Mr Whitmarsh says: "We will provide customers with smart cards which will enable them to review payment instructions. Once the instruction has been created they will be able to cancel, amend, or release it as they like."

"When we receive the message we will check the contents against a special authentication code and if any change has been made to the message then the code and message won't match."

Other banks are hard on NatWest's heels and INS hopes they will connect to its planned Paynet service, an extension of Tradanet. It sees the banks' participation as the last link in the electronic trading cycle.

THE ELECTRONIC TRADE CIRCUIT



Banks consider the 'smart' card

A piece of clever plastic with many advantages over today's credit cards is now being tested by British banks

Last week, 105 executives gathered in a central London hotel for "Smart Card 90", a conference on a banking device which could hold the key to a truly cashless society.

Smart cards are the next generation of plastic payment cards. They are expected to play a major role in reducing note and coin turnover in the coming decades. A smart card is similar in size to a normal credit card, but contains a single silicon chip (Neil Bennett writes).

The chip has the programme and data memory capacity of a small home computer and also contains a miniature microprocessor to operate simple programmes. On the outside, the card has a contact button, allowing it to connect with a base computer when it is fed into a machine.

The smart card has several advantages over a standard magnetic-strip version. It can carry far more data, from financial details through to full medical histories. Data can be altered any time the card is used. The card's data can also be protected with codes, and it can memorize any instance of misuse, making fraud almost impossible.

Smart-card technology has been available in the US since 1979. But British banks have been unwilling to adopt it, preferring more modest advances, like debit cards.

The smart card will make its

first widespread appearance in Britain with the advent of satellite pay television. News Gem Smart Card, a News International subsidiary, is producing smart cards to decode the Sky film channel on subscription.

Last year, both Barclays and Midland Bank took the plunge and ordered smart card trials. Both chose locations where the card could become a standard form of payment. Midland established its location at Loughborough University, Leicestershire, using GEC equipment. Barclays opted for the Dallington Country Club, near its headquarters in Northampton, for a joint venture with Bull.

Ten per cent of Loughborough University students now use smart cards on campus. They can use the card in three ways: as a cashless wallet, which they charge up at Midland cash machines and use for payment in the college shops and bars; as a simple debit card to charge their Midland bank accounts; or as paid access to other college facilities, photocopying and vending machines.

The card's popularity has grown steadily. In December, the system handled 2,800 transactions, compared to only 500 when it started.

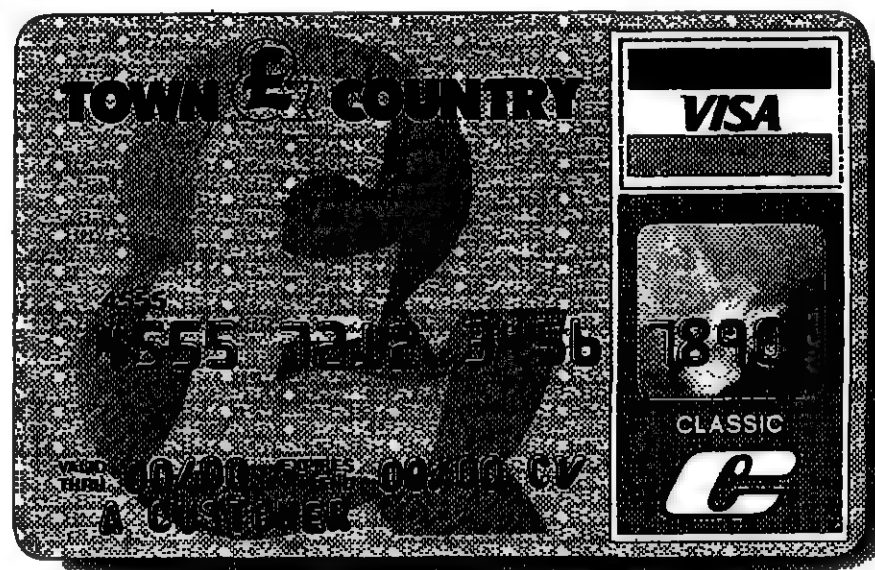
Barclays issued cards to all 2,000 members of the Dallington Club. The cards can be used for access and to buy food and drink, either with charged-up money or as a paperless cheque. They also carry training and medical data.

A survey of club members after a year of operation showed that more than a third were carrying less or no cash since the cards were introduced. Almost all were satisfied their money was secure. Unfortunately for the banks, however, 39 per cent thought the times and medical functions were more useful than the financial services.

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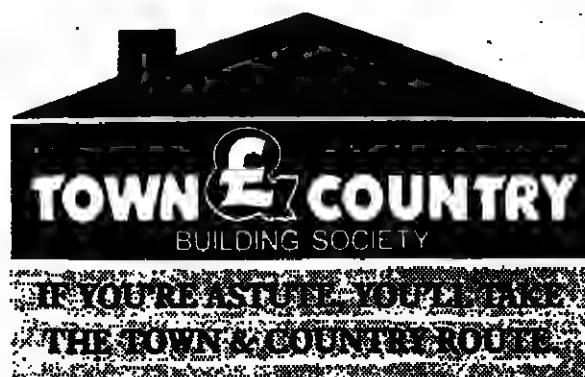
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EDUCATION

Edited by David Tytler

A Hertfordshire scheme to recruit teachers has scored a success

How Rita was lured to become a teacher

Rita Tingle had been working as a research engineer for 11 years when she decided it was time for a change. Her friends were astonished when she decided to become a teacher. But talk of low morale and poor pay failed to deter her.

Mrs Tingle is typical of the type of man or woman the Government wants to entice into the classroom through its licensed teacher scheme, introduced in September in the face of bitter opposition from the teacher unions, which want nothing to do with them. It may be that the unions have little to fear: so far the scheme has attracted fewer than 20 volunteers.

Mrs Tingle, now in her thirties, has a nine-year-old son and is an honours graduate in electronics from the University of Manchester Institute of Science and Technology. She was one of the first recruits to the Hertfordshire Action on Teacher Shortages (HATS) started by Hertfordshire County Council in 1986 as a joint venture with British Petroleum.

She says: "Several factors led me to teaching. One of them was that I was becoming disillusioned with research and I wanted to do something I thought was important."

The decision was not without its sacrifices. "I went into full-time training earning less than I did as a part-time researcher," she explains. Now she is a maths teacher at the John Warner school, Hoddeston, the money has improved. She is earning more than she did part-time but less than if she had stayed full-time in industry.

David Gifford, head of John Warner, says: "She has done well. The advantages of mature entrants are their enthusiasm and knowledge of life outside school."

Angela Rumbold, Minister of State for Education and Science, says she sees the Hertfordshire experiment as an example for future licensed-teacher schemes. "Streamlining the routes to qualified-teacher status will help schools secure the teachers they need. It will allow mature, well-qualified people who want to turn to teaching in mid-career to do so without having to return to

life as a full-time student."

HATS was launched by Margaret Darby, former head of a girls' secondary school and Don Bootle, former personnel training manager for BP Shipping. Mr Bootle was originally seconded to the authority, but now works full-time for Hertfordshire while still being paid by BP. The scheme is also supported by government grants.

Under the programme, at least 100 recruits have entered schools as specialist teachers in the three shortage subjects of maths, science — particularly in physics — and technology. One of the original 1987 trainees has been appointed head of a school science department.

In the three years the scheme has been running, at least 500 people, about two-thirds of them men, have been interviewed. Some drop out at once, others

"I was becoming disillusioned with research and I wanted to do something I thought was important"

train as teachers in the normal way. The age limits are from 26 to 60, about 42 being the average.

Candidates must be graduates or equivalent and go through a gruelling selection procedure before admission. The latest group of 24, aged between 33 and 55, started their two-year training earlier this month.

The first thing that struck Mrs Darby and Mr Bootle when they began the scheme was how difficult it was for people who wanted to switch careers. Mrs Darby says: "It was difficult to discover how you went about it. For some of them, the year's post-graduate course in teaching was not appropriate."

It also became clear that there was a sizeable pool of talent in Hertfordshire, which has a large number of advanced electronic and engineering companies.

Mrs Darby says: "Forty seems the critical age for people — a time to consider whether they want to spend the next 20 or 30 years of

their working life as they are or to change to something quite different. Women often want to take up a second career."

Recruits are first of all interviewed by either Mrs Darby or Mr Bootle. Those who want to proceed and are considered suitable go on a one-week teacher-training course, which includes two days at a local school, where they are observed by senior teachers.

Mrs Darby says: "It is amazing how much you can learn about somebody who has been in your school for a couple of days. We do not try to make it glamorous, but tell them how it is. We point out that teaching is very difficult and demanding."

"About a third desert themselves; they are normally the ones you would want to go anyway. There is then a long period of consultation for those who want to go on."

The successful applicants are now taken on as licensed teachers and put into schools for between four and seven weeks to watch lessons and start teaching, at first with experienced staff, then on their own. Some drop out at this point. They then go on an eight-week professional studies course at Hatfield Polytechnic before joining a school for a term, then applying for jobs in county schools.

When they have been offered jobs, the new teachers spend some time at the end of term at the school they are to join.

All the trainee teachers, who will be given qualified-teacher status after two years, are paid the same rate when they start training — £23,350, rising to £10,500 under the new pay rates.

The Hertfordshire scheme has undoubtedly been successful, but Geoffrey Williams, responsible for secondary education in the county, concedes that it is expensive because it depends heavily on labour-intensive, high-quality training. But he says: "There is an advantage in recruiting people with experience that we would otherwise have to 'buy in' using schemes such as work experience for teachers. It is that there is benefit in having people in teaching who have spent time outside education."

David Tytler



Rita Tingle: an early recruit to the Hertfordshire Action on Teacher Shortages

A GOVERNOR'S DIARY

Why, oh, why did I volunteer?

Governors of state schools have been given increased powers. A typical primary will have three parent governors, three appointed by the local authority and four co-opted from the local community. *The Times* Education page today begins a series written by a governor from a small urban primary school

It seemed appealing at the time. My daughter had just joined the local primary school and the head teacher was asking for nominations for parent governors. My wife was on the Parent Teachers' Association and was keen to be a governor. So was I. Her feminine militancy collapsed and she recommended me.

I was duly elected, largely because nobody else stood, and in those far-off days of 1986, the governors had little power. Things are so different. We even have to fight off rivals for the now-dubious honour of being a governor. But we have real power, although we have little idea how to use it — despite the expensive and intensive training courses provided by the local authority.

We are going to be allowed to run our schools in conjunction with the head, but that is not always easy. Some heads are reluctant, saying: "This is not why I became a teacher," or, more frightening in these days of market forces when schools have to sell themselves to parents as efficient centres of learning: "I have no interest in management." Other heads will bully us: parents will say we are letting them down; the teachers we appoint and rely on will say we are failing to understand them; and the education officers in the town hall, many of whom have previously failed our children and schools, will ask: "How will lay governing bodies know how to control a school?"

Maybe they won't, but we need no lessons from the town hall. If governors are asked to deal with a badly run school, they will only be picking up the pieces left by the "professionals". Even the best-run school has to rely on its teachers. And a run lot they are. Most are sensitive, caring, reasonably well-educated and unworldly. Many are stuck in the Sixties, especially those who went to school then, more concerned about finding their inner selves than pushing the children to handle the essentials of learning.

One young man, asked to explain how he would teach his nine-year-olds to improve their punctuation and spelling, was quite proud when he said: "I am certainly not going to get my class to do boring exercises." Neither should he. The governors are still waiting for the alternative.

Teacher shortages as they apply to various parts of the country are well-known. The horrors for governors can only be imagined when confronted with a class of 10-year-olds without a full-time teacher and only one applicant who decides — after the interview — that she does not want the job after all, or the sole infant teacher who comes for the interview having already accepted a job elsewhere. The governors, who have taken a day off work to attend the interview, knowing that they have little choice but to accept the candidate unless she has two heads or runs off with the chairman, must start all over again. Meanwhile, the class still has no permanent teacher.



THE GOVERNOR

POSTS

THE BERMUDA HIGH SCHOOL FOR GIRLS

An independent school established in 1894, providing an academic curriculum to GCSE Level and a Senior Year College preparation course for 540 day students aged 5-18 years invites applications for the post of

PRINCIPAL

Candidates should offer a good academic honours degree, a recognised qualification in Administration (preferably in Education), ten years teaching experience with a minimum of five years as a Principal and a commitment to the philosophy and objectives of an independent school. The successful applicant will have been involved in long-range educational planning and curriculum development and will have a working knowledge of school financing and fund raising. He/She must be able to represent the School actively and enthusiastically.

Applicants should submit a detailed resume, copies of relevant documents and the names, addresses and telephone numbers of three references who can attest to the applicant's competence and effectiveness as a School Principal, To Mr. H. Bruce Murray, at Conyers, Dill & Pearman, P.O. Box HM666 Hamilton, Bermuda, Marked "Private and Confidential".



PRINCE WILLEM-ALEXANDER COLLEGE THE NETHERLANDS

"THE WORLD IN A COLLEGE"

Opened in 1988, this coeducational, residential Sixth Form college (now with forty-eight students from 22 countries) requires in September appropriately qualified graduates as

HEAD OF CHEMISTRY TEACHER OF FRENCH AND SPANISH

Candidates should preferably have I.B. experience and be willing to be fully involved in the many-sided life of this pioneering and exciting community. Accommodation available.

Full details from The Principal, Prince Willem-Alexander College, Gravesend 11, 7591 PE Denekamp, The Netherlands, to whom applications should be sent by 16 March.

Telephone: +31 5413.3485 Fax: +31 5413.4365



APPOINTMENT OF E & V BODY

The Insurance Industry Training Council is Lead Industry Body for this sector and part of the nationwide initiative to develop employment standards of competence to link with the National Council for Vocational Qualifications framework. We are now seeking submissions from Existing and Voluntary Bodies to help run and co-ordinate a qualification system within the insurance industry.

Brief submissions are requested outlining the experience and competence that the E & V Body can provide in running a vocational qualification system. It should also include thoughts and ideas on how this framework should be funded and operated.

Those organisations which are shortlisted will be requested to give a presentation to the Management Committee of the ITC.

Submissions should be marked confidential and sent to: The Director ITC 90 Kippington Road Sevenoaks Kent TN13 1LL by 19 March 1990.

FELSTED SCHOOL DUNMOW, ESSEX

TEACHER OF CDT

A well qualified and enthusiastic CDT teacher is required from the Autumn Term 1990. This flourishing department is well equipped and offers a range of opportunities from CAD/CAM and Electronics to traditional crafts. An interest in extra-curricular activity is essential.

Accommodation usually available. Felsted Salary Scale.

Further details are available from, and applications, together with a full curriculum vitae, and the names, addresses and telephone numbers of two referees should be sent to: The Headmaster, Felsted School, Dunmow, Essex CM6 3LL.



St. Dunstan's College HMC Independent Day School for Boys

Head of the History Department

required for September 1990. Own salary scale above Inner London "Baker" with a Grade D allowance being payable for appropriate qualifications and experience.

Further details from the Headmaster, with applications to be received by 14th March 1990.

St. Dunstan's College, Canford, SE6 4TY.



THE WHITGIFT FOUNDATION WHITGIFT SCHOOL

APPOINTMENT OF HEAD

The Governors invite applications for the Headship of Whitgift School which falls vacant on 1st September 1991 after the retirement of Mr. David Raeburn who has been Headmaster since 1970.

Whitgift School is one of two schools within The Whitgift Foundation which was established in 1596 by John Whitgift Archbishop of Canterbury.

The School is an Independent Day School for boys, aged 10 to 18, and represented on the Headmasters' Conference. The roll in September 1990 will be about 920 boys, including 280 in the Junior Department aged 10 to 13. The school has excellent buildings and facilities and is in an outstandingly good position to meet the challenges of the 1990s and beyond.

Full particulars of the appointment may be obtained from The Clerk to the Foundation, The Whitgift Foundation, North End, Croydon, CR9 1SS.

Closing date for applications Friday 20th April 1990

CHETHAM'S

The School is extending its particular function of providing specialist education in a residential setting for some 260 gifted young musicians. Important opportunities therefore arise for September, 1990. Teaching and pastoral functions will be combined according to the applicant's qualifications. Appointments will be made, of single applicants or married couples (in a "houseparent" role) in the following fields. The Houseparent is a key figure in the School's educational programme.

- Pastoral/Residential responsibility for 30-40 children aged 8-12.
- 'Head of Lower School' involving leadership in all fields (including e.g. curriculum development) of a team of teachers working with the age-group. This could ideally be linked with (a).
- Pastoral/Residential responsibility for 40 boys aged 13-18 (this post arises on promotion to a Deputy Headship).
- Membership, for an outstanding music-teacher, of a team working with middle-school and sixth form (musical training, conceptual skills, forging links between subject-areas, are priorities).

Teaching opportunities (to be undertaken by holders of residential posts above) are available in a number of subject-areas including English and Geography.

The Headmaster will be glad to hear from people interested in the above opportunities. Detailed information is available from the Headmaster's Secretary. Applications by letter with C.V. and names of two referees before 30th March. Remuneration package appropriate to responsibility.

Chetham's School of Music, Long Millgate, Manchester M3 1SB. Tel: 061-834 9644.



TALBOT HEATH BOURNEMOUTH



APPOINTMENT OF HEAD

Independent Day and Boarding School for 600 girls, age 8-18, with 100 in the 6th Form. The Governors invite applications for the post of Head which becomes vacant in September 1991 on the retirement of Miss C. B. Austin-Smith, who has been Head Mistress since 1976.

Full particulars and application forms may be obtained from Mr C.A.S. Wise, Solicitor to the Governors of Talbot Heath School, Lacey, 5 Poole Road, Bournemouth BH2 5QL.

Completed applications should arrive not later than 28th April 1990.

LECTURER IN APPLIED ECONOMICS

APPLICATIONS ARE INVITED FOR A LECTURESHIP IN APPLIED ECONOMICS IN THE MANCHESTER BUSINESS SCHOOL AND THE FACULTY OF BUSINESS ADMINISTRATION.

THE PERSON APPOINTED WILL BE EXPECTED TO CONTRIBUTE TO THE TEACHING OF ECONOMICS IN THE SCHOOL'S MBA AND POST-EXPERIENCE MANAGEMENT DEVELOPMENT PROGRAMMES AND TO TAKE PART IN THE RESEARCH PROGRAMME OF THE BUSINESS ECONOMICS SUBJECT AREA GROUP. HEADED BY PROFESSOR T.A.J. CUCKERILL. THE ABILITY AND WILLINGNESS TO ASSIST WITH THE TEACHING OF BOTH MICRO- AND MACRO-ECONOMICS WILL BE A PARTICULAR ADVANTAGE.

SALARY WITHIN RANGE GRADE A £10,458-£15,372 OR GRADE B £16,014-£20,469 P.A. FURTHER PARTICULARS AND APPLICATION FORMS (RETURNABLE BY MARCH 21 1990) FROM THE REGISTRAR, THE UNIVERSITY, MANCHESTER M13 9PL. (TEL: 061 275 2028) QUAYTE REF 4840.

MANCHESTER BUSINESS SCHOOL

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ST. ANNE'S SCHOOL WINDERMERE CUMBRIA LA23 1NW (Member of GSA and GBGSA)

Required for September 1990:

HEAD OF BIOLOGY

to head a strong and successful department teaching from 11-18, G.C.S.E., A-level and Oxtbridge entrance.

ALSO TEACHER OF ECONOMICS AND POLITICS

able to offer Economics and Politics to Advanced level. Ability to offer History to G.C.S.E. level an added advantage.

Commitment to pastoral care and extra curricular activities essential in both posts. St. Anne's has its own Salary Scale and accommodation may be available for a single person.

Please apply, with C.V. and the names and addresses of two referees to: The Headmaster, St. Anne's School, Windermere, Cumbria LA23 1NW, from whom further details can be obtained.

LANGUAGE SCHOOL FOR ADULTS IN NORTHERN FRANCE

Invites applications for the following job posts:

ASSISTANT HEAD OF DEPARTMENT

Qualifications: BA Hons or MA in English language or literature (Good French speaking and writing skills essential).

Job activities: Teaching commercial and pedagogical responsibilities. Experience required.

TEACHERS OF ENGLISH AS A FOREIGN LANGUAGE

Qualifications: BA Hons or MA in English language or literature (French speaking skills essential).

Please reply to: Dr. Sylvie Moutonnet, Group Director, Rue Marceau - 92000 - S.P. 8 92200 LEVY CEDEX, France.

Required for September 1990 HURTWOOD HOUSE Independent Co-educational Sixth Form College

SENIOR HOUSEMASTER SALARY £23,000 + ACCOMMODATION

Applicants for this important senior position, which involves taking responsibility for a mixed residential house of 55 students aged between 16 and 19 years, should be young and committed and must have had residential experience. Teaching subjects by arrangement.

Excellent accommodation available for either married or single applicants.

Hurtwood House has 240 boarding students, most of whom go on to higher education.

Application including a full CV, teaching specialty and the names and addresses of three referees should be sent to:

K.R.B. Jackson
Headmaster
Hurtwood House
Holmby St Mary
Dorking, Surrey
RH5 6NU

Tel: 0483 277416
Fax: 0483 267585

The closing date for all applications will be Monday 19 March.

PART-TIME CAREERS CONSULTANT

required from early summer to advise young people on sixth form options, higher education, etc., and careers and join an expanding team of educational consultants in our London office.

For further details and an application form, please contact Jean Bryer on: 01-734 0186

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6-8 Sackville Street, Piccadilly, London W1M 0AB

EDUCATION

Inspectors start to rebuild a school

For the third time in two years, the Inner London Education Authority (ILEA) was at the centre of a public crisis last week over one of its schools. This time it was Hackney Free and Parochial School, a 700-pupil Church of England comprehensive. As with the previous two highly-publicized cases — at Highbury Quadrant primary and Kingsdale comprehensive, Dulwich — local authority school inspectors had to pull the reins out of the fire.

Hackney was propelled into the headlines by the most openly critical report ever from Her Majesty's Inspectors of Schools (HMI), the Government's watchdog group. The HMIs had been called in by Ilea's inspector, which now has the job of helping the school back to its feet.

The most important thing is to rebuild morale, said Mrs Elaine Robertson, Ilea's senior staff schools inspector, who is heading the team at Hackney. "It really hit rock bottom when the HMIs came in last December and we had begun to rebuild it. But after publication of the HMI report, we feel as though we have to start all over again. We must accept that everything the inspectors said was true at the time they visited the school in December. But a lot has been done since to start overcoming the problems."

Mrs Robertson said the root cause was chronic staff shortage in London's schools. Many flaws identified by the HMIs were the result of constantly changing temporary staff trying to plug gaps. The day after publication the school showed little outward sign of living up to the title of "Britain's worst school". Pupils in uniform were smart and friendly, if a little excited by the attentions of the media. There was no sign of the "many very offensive graffiti" inspectors noticed defacing the school. The lavatories, described as "insanitary", had been cleaned and were back in working order. Staff were subdued, but one said: "It is always the negative that makes headlines. There are a lot of good things here and we have a number of exceptionally able pupils."

Mrs Robertson was candid: "It has never been one of our best schools, but it was by no means the worst. Many of the problems resulted from the fact that a quarter of the staff were part-time supply teachers last term."

Improving morale is a priority as the rescue team moves in, writes Douglas Broom

However, she said the severe problems recorded in the HMI report had blown up suddenly in the autumn term and that the school had no history of serious shortcomings. There had been a management breakdown because senior staff were "running round trying to cover classes instead of managing the school".

The Ilea inspectors' first priority had been to "take the senior staff by the elbow" and guide them back to the path of sanity. This process of re-focusing, assisted by an influx of experienced supply

'It is always the negative that makes headlines. There are a lot of good things here and we have some very able pupils'

staff "donated" by other local heads, helped the school's senior management team to resume control, and standards and morale were improving.

The HMI report found that a fifth of pupils played truant each day. Mrs Robertson said: "It is improving, but more will have to be done." At least one inspector is at the school every day to guide senior staff and help out. "The emphasis is very much on advice and we try to be positive about everything," Mrs Robertson said. "Sometimes, frankly, it has been hard to find anything positive, but we try to find things to praise even if that praise is swiftly followed up with a suggestion that something needs to be looked at rather urgently."

Mrs Collier, who has been drafted in as acting head following the departure on indefinite sick leave of the former headmaster, said her first priority was to reassure parents.

The school is heavily over-subscribed for next year and a

parents' meeting will be held this week in an effort to prevent mass defections.

Mrs Collier said: "There is a lot of good work going on here. HMI themselves praised French and special needs, and music and art are very strong."

As a first step, homework is now being checked weekly by senior staff and a "development plan" introduced to strengthen senior management.

The whole affair has come as an embarrassment to the Church of England. After criticizing the Government for the shortcomings of its inner-city policies, church leaders conceded that it was uncomfortable to be in the dock over inner London pupils.

The HMIs did not mince their words. Hackney Free and Parochial School was "seriously failing to meet pupils' needs".

Their report recorded absenteeism and indiscipline among pupils, castigated staff for failing to set or mark homework and said at least half of all lessons were "of the poorest quality".

It described the school buildings, for which the church has sole responsibility, as "dull and squalid", and said lack of repair also put pupils' safety at risk.

Under voluntary-aided status, the church appoints the head teacher and most of the governors and is responsible for buildings and maintenance. The Rev William Hurdman, rector of Hackney and chairman of the governors, said the Bishop of Stepney, the Rt Rev Jim Thompson, and he were both concerned about the findings. He said it was "very damaging" for the church's Faith in the City initiative to be seen to be presiding over a school criticized by the inspectors in such strong terms.

Mr Hurdman said: "It is a great embarrassment to me and the bishop. But it is a responsibility which we must all accept." The Stepney Diocese would do all it could to help overcome the problems.

Mr Hurdman said the church was considering a plan to make available unused vicarages for teachers at the school in an attempt to solve the shortages.

Despite the fact that the school can offer new staff incentive allowances of up to £3,500 a year plus allowances of £1,500, it still has 10 unfilled posts out of a staff of 42. The root of the problem clearly remains to be tackled.



Blessed: Hackney Parochial School pupils at an Ash Wednesday Service

College raises its profile

Undergraduates are helping to attract students to their institution with a planned public relations exercise

Undergraduate life is dominated by gossip. There are no better sources of information, trivial and otherwise, than students, and Dr Derek Roberts, the new Provost of University College London, is harnessing this resource to the benefit of his institution.

The college has had its troubles recently. In 1988 it announced expected debts of £13.6 million by 1992-93. Although that projection has been cut to about £6 million, the college also has a public identity crisis. Many people think it is a boring extension of London University and have difficulty recognizing it as an autonomous unit.

This did not matter when there were more qualified students than the universities could cope with in the 1980s, but the number of sixth-formers will fall by a third in three years — so no identity could mean no students.

On top of that, London is an expensive place in which to study. Rents of £45 a week are common, and students have to cover rail fares and other incidental costs, making the capital a daunting prospect.

All universities will have to compete for students but the London colleges, which make up a fifth of the university system, also have to compete with each other. Dr Roberts has enlisted his students to sell his college to the media, sixth-formers and the research councils.

So far 15 have been professionally trained over 10 weeks in public relations — that means writing press releases and handling interviews and, above all, staying *au fait* with what is going on inside the college. Every student has a responsibility in a department and access to all academic specialists.

Stephen Montgomery, head of external relations, says: "Students are very often the first to hear any news. They can operate at a different level from the academic staff. They also have the benefit of large

numbers of dons reporting the latest trends and research developments to them through lectures."

The scheme is part of the college's new policy to provide extra-curricular education for its students. This year several volunteers will join Territorial Army officers on an Outward Bound leadership course.

Jude Ngu, a Cameroonian studying for a PhD in electrical engineering, says he volunteered as a public relations officer because he wanted to learn what was going on in the college and add a dimension to his life outside academic activities.

He says: "For example, I have been involved in publicizing the work being done here on neural networks [the electronic copying of thought processes]. It does not help my work much, but it broadens my mind and is jolly good fun."

He aims to return to lecture in his home country. "The communications skills and interview techniques will be useful when teaching. Many lecturers here do not know how to do it very well. I want to know that I can communicate what I know."

Sahar Ali, a second-year biochemical engineering student from Kent, says: "It is essential to get students involved in public relations, especially if they have differing opinions and come from a wide range of backgrounds."

The college authorities have looked to the United States, where undergraduates are encouraged to feel a fiercely strong bond of loyalty to the *alma mater*. This loyalty pays dividends when the Ivy League colleges go fund-raising and gain millions of dollars a year in endowments from old boys and girls.

So in raising the college's public profile, Dr Roberts is also establishing an *esprit de college* which, he hopes, will pay dividends.

Sam Kiley

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DEPARTMENT OF SOCIOLOGY
Applications are invited from academics in any branch of sociology with a well established record in research and the capacity for scholarly and managerial leadership. The post will be tenure from 1 October 1990. Further particulars and application forms are available from the Personnel Office, University of Aberdeen, Peterhead, Aberdeen AB9 8TQ. Tel: 0224 213380. To whom applications (2 copies) should be sent by 20 March 1990 quoting reference number A/90.

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The Governors of Oswestry School invite applications for the post of Bursar and Clerk to the Governors commencing in August, 1990 or as soon as possible thereafter.
Oswestry School is in three parts: Pre-Prep, Preparatory School and Senior School. It is co-educational, day and boarding and has 660 pupils overall. The School is in membership of IAPS and SPMIS.
The post offers considerable scope to a candidate with good organisational skills and financial expertise as well as energy and commitment.
Further details may be obtained on application in writing to: The Headmaster, Oswestry School, Upper Brook Street, Oswestry, Shropshire, SY11 2TL, to whom letters of application along with a full Curriculum Vitae and the names and addresses of two referees should be submitted not later than 21st March 1990.

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Further particulars are obtainable from the Principal, Dr. I. Tucker.
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Further particulars are obtainable from the Principal, Dr. I. Tucker.
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The post is funded under the HARS scheme.
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Informal enquiries may be made to Dr J. A. Charnley (tel: 0532 304660) or Professor J. Mayes (tel: 302552).
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UNIVERSITY APPOINTMENTS

UNIVERSITY OF OXFORD
DEPARTMENT OF PHYSICS
AND
THE QUEEN'S COLLEGE

University Lectureship in Experimental Physics and College Professorship and Official Fellowship in Physics

Applications are invited by the College for Professorship and Official Fellowship in Physics with effect from 1 October 1990 or a later date to be arranged. The appointment will be made by the College in conjunction with the University's Board of Faculty of Physical Sciences and the title of University Lecturer will be conferred upon the successful candidate, who will be expected to carry out the normal duties of a University Lecturer and Official Fellow.

The full stipend associated with a University Lectureship and College Fellowship will be paid by the College until such time as the holder of the title is appointed to a University Lectureship.

Applicants should have a successful record of research in experimental physics, particularly in the area of condensed matter, atomic or laser physics.

Further particulars of the appointment may be obtained from the College Secretary, The Queen's College, Oxford, OX1 4AW to whom eleven copies of applications (one only from overseas candidates) should be sent not later than 21 April 1990. These should include a curriculum vitae, a list of publications, and a statement of research interest and teaching experience. Candidates are asked to arrange for three references to be sent direct to the College Secretary by the above date.

The University and the College are Equal Opportunity Employers.

UNIVERSITY OF READING

LECTURER IN THE DEPARTMENT OF AGRICULTURAL ECONOMICS AND MANAGEMENT

Applications are invited for a new Academic Appointment (Senior Lectureship) from 1 September 1990. Candidates should have a PhD and a minimum of 10 years' experience in Agricultural Economics, Management or a related discipline, with research interests spanning economics, management and marketing relating to rural resources, particularly in the areas of land use, farm structure, farm economics and farm management. The successful candidate will be expected to carry out the normal duties of a University Lecturer and Official Fellow.

Further particulars of the appointment may be obtained from the College Secretary, The Queen's College, Oxford, OX1 4AW to whom eleven copies of applications (one only from overseas candidates) should be sent not later than 21 April 1990. These should include a curriculum vitae, a list of publications, and a statement of research interest and teaching experience. Candidates are asked to arrange for three references to be sent direct to the College Secretary by the above date.

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ALSOP WILKINSON CHAIR IN LAW

Applications are invited for the newly established Alsop Wilkinson Chair in Law. The establishment of this Chair, which is part of a major planned development in Law, has been made possible through a generous donation from Alsop Wilkinson, Solicitors of Liverpool, Manchester and London.

The holder of the Chair should be able to provide strong academic leadership in legal scholarship and should be able to demonstrate the drive and initiative to become Director of the proposed new Research Centre for Business and Professional Law, leading a team of colleagues.

The salary will be within the range approved for non-clinical professorial salaries, at present not less than £25,919 p.a., and will initially depend on the qualifications and experience of the successful candidate.

Prospective applicants are invited to contact the Head of Department, Professor P.J. Rowe (051-794 2805).

Applications, together with the names of three referees, should be received not later than 31 March 1990, by The Director of Staffing Services (AS), The University, P.O. Box 147, Liverpool L69 3BX, from whom further particulars may be obtained.

Quote ref: RW/618/TM

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This chair has been made available under the initiative of the Universities Funding Council New Academic Appointments Scheme (NAAS) from 1 September 1990.

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Further particulars (please quote ref. 90/1) may be obtained from the Personnel Officer, The Queen's University of Belfast, Northern Ireland, BT7 1NN (telephone (0232) 245133, ext 3044 or Fax (0232) 247895).

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Head of Training, 2, Arden Road, Telephone: 01-435 9531 Fax: 01-435 9530

14th March, 1990

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PA TO CHAIRMAN
CHELSEA
£20,000

The American Chairman of an internationally renowned property group seeks an intelligent, resourceful, professional PA to prioritise his day. He is dynamic and charming and expects only the best. Secretarial skills of 80/60 are essential but a flair for organisation will be of greater importance. Age 25-35.

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c. £17,000

Two senior executives in a highly successful mergers and acquisitions division of a US investment house seek a first rate PA. Working in a lively office you will co-ordinate detailed schedules, organise the division and liaise with prestigious international clients.

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PA/OFFICE
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We are a major construction group and are seeking a PA/Office Manager for our London Office, located in a quiet street in the heart of the West End.

The post entails PA/Secretarial duties for the Chairman, when visiting the London Office the Director, Corporate Communications, based in London, and other visiting directors. In addition, there are extensive office management duties relating to the London office and other Company properties in London.

For further details please telephone Jane Thompson 01-930 6255.

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Up to £15,000pa + excellent benefits

As deputy to the head of small, eminent association (medical sector) in Central London you will participate in all aspects of the association's activities with special emphasis on servicing various policy committees and membership administration.

Applications invited from well-educated candidates, ideally 25-30, with previous secretarial background (a hand for own work), ability to communicate well (orally and in writing) and sound administrative skills.

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Winter Blues? Put the Spring back into your lives with a new career. We have numerous vacancies offering you the opportunity to further your career. With a basic salary of up to £20,000.

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We have varied and interesting temporary assignments at director level. Good shorthand and WP skills needed including: Wang, Minimate, Apple Mac, Microsoft, Word, Wordperfect and DTP.

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A CITY
SECRETARY
IN THE 90'S

We are retained by a major City client to co-ordinate their secretarial recruitment. If you are an ambitious secretary in your early 20s seeking a prestigious company you can expect:

- Mortgage benefit worth minimum £3,000
- Sound City training
- Internal promotion
- Young, happy environment
- Convenient location - 3 mins mainline station
- Interest free season ticket loan
- Low interest personal loan
- Christmas bonus
- Profit share
- Free BUPA
- Luncheon vouchers
- Subsidised restaurant
- Sports and social club
- Career advice

For further details about the career move you have been waiting for please contact MacBlain Nash City Secs (Rec Cons) 872 8887.

MACBLAIN NASH

RECRUITMENT CONSULTANTS

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En su tiempo

To £22,000 - Tenerife

Our client, a prestigious International Leisure concern, offers a pivotal role for a PA of exceptional calibre. Assisting their Director of Operations, based in Tenerife, Spain - you will find yourself at the 'sharp end' of their trading activities - attending meetings, planning a hectic diary, co-ordinating extensive business commitments. We are seeking a logical 'thinker' - composed, organised and totally self-motivated. An individual who relishes challenge, actively seeks responsibility and who's at their best in a fast-paced, pressurised environment. Skills of (100/60) and fluent Spanish are vital in this position. 100% involvement and great career prospects assured. Accommodation and a comprehensive relocation package provided. To know more, please telephone 01-493 5787.

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Superb opportunities for shorthand/audio secretaries with experience of:

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Plus free cross training onto most of the major systems, and other benefits including holiday and bank holiday pay.

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c.£16K + Exc. Benefits

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Attractive package available.

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£12,750K

Start at the top when you join the

Chairman's office of Europe's leading

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stunning offices, help organise

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liaison and thrive on responsibility within

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90/50 skills.

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Please telephone 01 240 3511

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(1) "A" Level 2nd Jobber sec with S/H for Leading

Art Book Publisher languages useful. £11,000+

(2) Current Affairs Magazine to £12,500 immediately

busy to hit weekly deadlines 23+ PA/sec

(3) Literary Agent Boss needs PA/Sec with S/H

£12,000. Liaise with Famous Authors and Film

People.

(4) World's Top Magazine Group needs college

leaver/2nd jobber sec £9,500-£10,500 reasonable

S/H lively person for advertising side.

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Recruitment Consultants

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Senior Secretary for Managing Director

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Audio/Wordperfect/Wordstar. Well

presented, competent organiser with a

good telephone manner for this

interesting position.

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133 Oxford Street, Rec Cons.

Miller/McNish

PA IN PR

£11,500 + PERKS

Two excellent looking for PA to join growing European

Communications company. Requires all round secretarial

skills with good understanding of Word Perfect.

Will be involved in preparing PR events, producing documents

and slide production, looking on client liaison as well as

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Must have minimum of two years' experience. Age 20 - 25.

Please send CV to:

Rossanne Lichin, Hayes Macdonald, Investor and

Corporate Communications Management

52 St Johns Street, London EC1M 4DT

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DIRECTOR

For our international business, bilingual

English & French. Excellent secretarial

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London S.W.7 1QJ.

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London S.W.7 1QJ.

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FRANCIS HAY, Sec with cv to

Portfolio

PLATINUM

From your Portfolio Platinum card check your eight share price movements on this page only. Add them up to give you your overall total and check this against the daily dividend figure. If it matches you have won outright a share of the daily prize money raised. If you win, follow the claim procedure on the back of your card. Always have your card available when claiming. Game rules appear on the back of your card.

No.	Company	Group	Gain or Loss
1	Rockwell	Chemicals/Plas	2.80
2	Lee Ltd	Building/Roads	1.50
3	Brake Bros	Food	1.20
4	Sealed Cart (as)	Bank/Discount	1.10
5	Polypipe	Industrial L-R	1.00
6	Smith & Neph (as)	Industrial S-Z	0.90
7	Wilson Bowden	Building/Roads	0.80
8	Smith & Neph (as)	Industrial S-Z	0.70
9	Calsonic (Jas)	Food	0.60
10	Dover	Building/Roads	0.50
11	Steeley	Building/Roads	0.40
12	Plas Nat Fin	Bank/Discount	0.30
13	Britannia Security	Electricals	0.20
14	Medeva	Industrial L-R	0.10
15	News Corp	Newspapers/Pub	0.05
16	Victims	Industrial S-Z	0.02
17	Swiss Pacific A	Industrial S-Z	0.01
18	Davis (Godfrey)	Industrial S-Z	0.00
19	Bourne	Industrial E-K	0.00
20	Carson	Industrial A-D	0.00
21	Nobel Co	Industrial L-R	0.00
22	Charles Int	Industrial A-D	0.00
23	Brill Walker	Leisure	0.00
24	Hambro	Bank/Discount	0.00
25	Brillier Int	Industrial A-D	0.00
26	Redland (as)	Building/Roads	0.00
27	Br Petrol (as)	Oil/Gas	0.00
28	ASDA Group (as)	Food	0.00
29	Waterford Wedge	Industrial S-Z	0.00
30	Janine Math	Industrial E-K	0.00
31	Unit Shewan (as)	Food	0.00
32	Peat Marwick	Oil/Gas	0.00
33	Peat Marwick	Oil/Gas	0.00
34	Enron Corp	Industrial E-K	0.00
35	Marshall (as)	Newspapers/Pub	0.00
36	Sellars	Industrial S-Z	0.00
37	Carbon Comm	Leisure	0.00
38	Russell (A)	Industrial L-R	0.00
39	CRH	Building/Roads	0.00
40	Peat Marwick	Newspapers/Pub	0.00
41	ASW	Industrial A-D	0.00
42	Hevelock Europe	Industrial E-K	0.00
43	Ellis & Everard	Chemicals/Plas	0.00

Please take into account any minus signs

Weekly Dividend
Please make a note of your daily totals for the weekly dividend of £4,000 on Saturday's newspaper.

MON	TUE	WED	THU	FRI	SAT	TOTAL

BRITISH FUNDS

Best out-
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Funds

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Capitalization and change on week

(Current market price multiplied by the number of shares in issue for the stock quoted)
ACCOUNT DAYS: Dealings began February 26. Dealings end March 9. Settlement day March 12. Settlement day March 19.
Forward bargains are permitted on two previous business days.

Prices are Friday's middle prices. Change, dividend, yield and P/E ratios are calculated on middle prices. (as) denotes Alpha Stocks.

Capitalization	Company	Price	Change	Div	Yield	P/E
1.000m	Admiral (as)	1.00	0.00	0.00	0.00	0.00
1.000m	Admiral (as)	1.00	0.00	0.00	0.00	0.00
1.000m	Admiral (as)	1.00	0.00	0.00	0.00	0.00
1.000m	Admiral (as)	1.00	0.00	0.00	0.00	0.00
1.000m	Admiral (as)	1.00	0.00	0.00	0.00	0.00

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1.000m	Admiral (as)	1.00	0.00	0.00	0.00	0.00
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1.000m	Admiral (as)	1.00	0.00	0.00	0.00	0.00
1.000m	Admiral (as)	1.00	0.00	0.00	0.00	0.00

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1.000m	Admiral (as)	1.00	0.00	0.00	0.00	0.00
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1.000m	Admiral (as)	1.00	0.00	0.00	0.00	0.00
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1.000m	Admiral (as)	1.00	0.00	0.00	0.00	0.00
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Capitalization	Company	Price	Change	Div	Yield	P/E
1.000m	Admiral (as)	1.00	0.00	0.00	0.00	0.00
1.000m	Admiral (as)	1.00	0.00	0.00	0.00	0.00
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TAKE the case of a man who made metal

sheds for a living.

HE put some samples in his car, took a trip across the Channel and presented his wares at all the hypermarkets.

HE came back with several orders, an improved knowledge of French and German and now employs 24 people.

TAKE heart also from the small food company which has been airlifting 2,000 traditional British sandwiches to Paris every day.

(WHEN it comes to making soft, spongy bread French bakers seem unable to

THE SINGLE MARKET.

FOR SMALL BUSINESSES, NOT SMALL MINDS.

rise to the occasion.)

BE inspired by the firm of specialised chemical distributors who decided that they had to penetrate the French, German and Italian markets, entirely new environments to them.

THEY insisted that each of their directors and senior executives should become fluent in at least one of their target languages.

ALL their other employees were also encouraged to take language lessons. In the firm's own time.

WHEN they achieve a certain level they get a pay rise.

THIS firm is not a vast multinational.

It employs precisely eighteen people.

SMALL British businesses like these are now swinging their sling shots all over the EC.

SOME are seeking franchisees or agents.

OTHERS affiliate companies with whom they can exchange business.

OF course, many small EC businesses are doing the same over here.

WHICH is why you cannot ignore the Single Market in your business plan.

PERHAPS the best way to start arming

yourself is to talk to your accountant,

bank manager or your solicitor.

FOR more ammunition, try your Trade

Association, Chamber of Commerce,

Local Enterprise Agency or your local

business club. (Have you joined one?)

EACH may have invaluable advice.

AND if your aim is still unsure, ring the

DTI Hotline on 01-200 1992, or your

local DTI office.

AS well as being able to point you in the direction of expert advice, they

can give you the latest news

from their Single Market

information service.

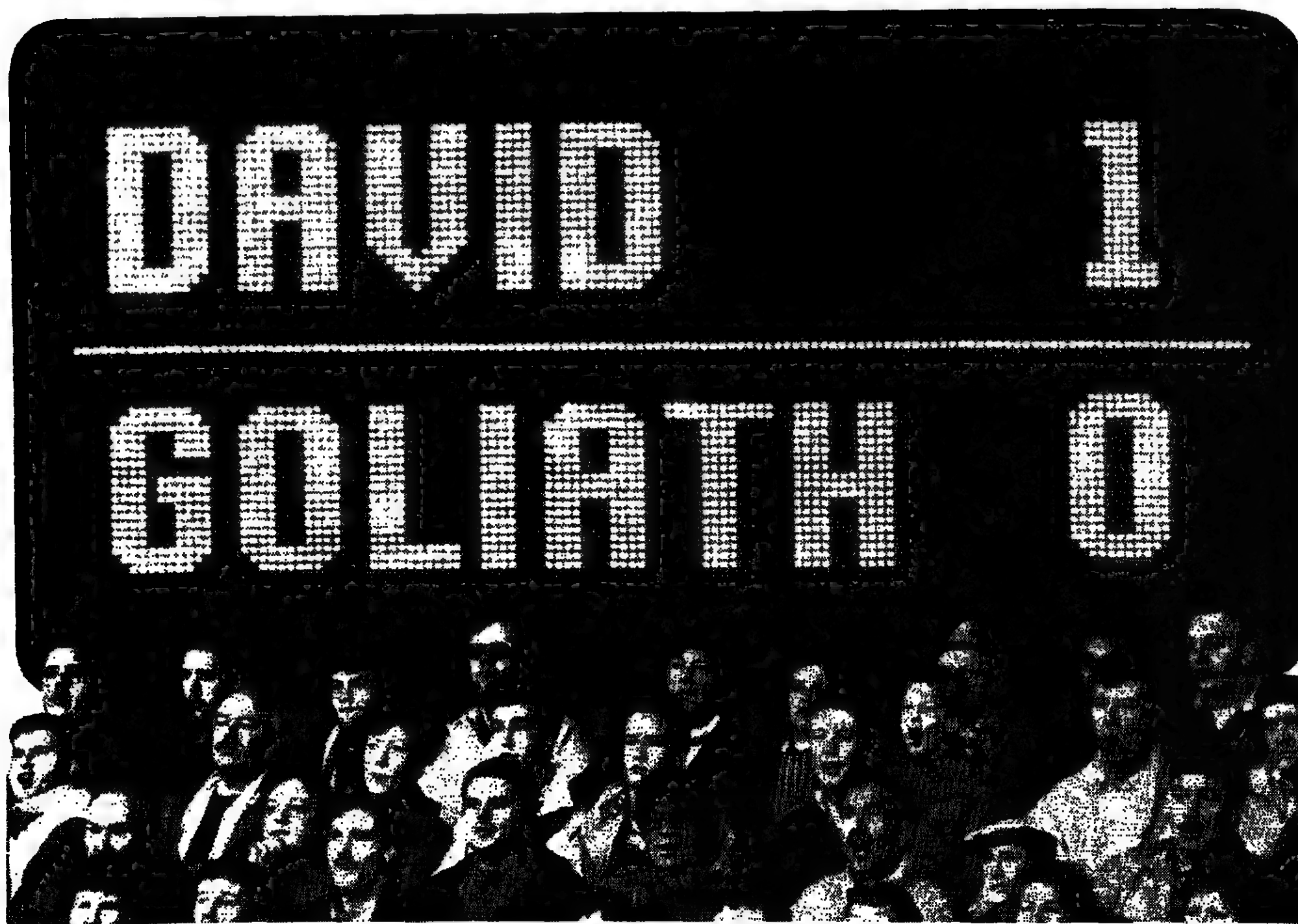
THE best service you can give

your business, whatever its

size, is to prepare for the

1990's in the Single Market.

HIT them right between the eyes.



THE SINGLE MARKET IS HERE NOW. WHERE ARE YOU?

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USM REVIEW

ADG Group sets sites on the great outdoors as debut day dawns

Dealings start today in ADG Group, whose interests stretch from advertising to employment agencies and office furniture — three areas of industry that have already been hit by the economic slowdown.

But that has not deterred Mr Jeffrey Fowler, chairman and founder, who says there is still scope for steady growth in earnings during the next few years. "If you own 30 per cent of a sector, you can only go up or down depending on the economic climate. I own less than 1 per cent of 1 per cent of any industry and can outmanoeuvre the big boys."

ADG has come to market via a placing of 10.4 million shares, or 39 per cent of the issued share capital, at 14p each, valuing the entire group at £3.7 million. The dull conditions prevailing in the company's areas of operation perhaps explain why it is coming to the market priced at an attractive rating of about 5 times prospective earnings and yielding 4.76 per cent.

Mr Fowler acquired ADG in 1987 for a nominal sum with the idea of developing it into a sales and marketing business. "We acquired several loss-making businesses and wrote a five-year plan pinpointing the sectors we wanted to be involved in. We then went on the trail," he said.

An initial loss of £42,000 was replaced by a pre-tax profit of £137,000 in 1988, growing to £396,000 in the year to June 30, 1989. A further healthy rise in profits is expected this year.

The group specializes in outdoor poster sites where it insists there is plenty of scope for growth. The employment agency operates from agencies based in



Fowler: left with about quarter of stock South-east England. The placing has raised £1 million net which will strengthen the balance sheet by reducing borrowings of £600,000. The rest of the money will help finance acquisitions.

Mr Fowler said: "The money raised was not important. We were hoping to attract investors for the long term. Many Unlisted Securities Market companies operate in a thin market. We have released the bulk of our shares to make them more marketable and I am left with about a quarter of the stock."

The emphasis was not on growth for the sake of it. "The important thing is to achieve healthy margins," he said.

Michael Clark

Fitting time for Campbell

When County NatWest moves into its offices in the City's Broadgate development, it will be a significant moment for Campbell & Armstrong, the USM office, shopping and building services group.

Campbell, which boasts Professor Roland Smith as its chairman — with Mr Ray Chambers as managing director — has handled the specialist joinery and polishing work in the Bishopsgate building, Irwin, the Manchester firm's southern region subsidiary, has built its floors, frames and corners.

The County NatWest contract was worth £1.5 million and, in the year to end-March, 1990, brokers following the company expect it to at least equal last year's £3.06 million pre-tax profit, despite difficult trading conditions.

At the half-way stage, Campbell had increased profits 14 per cent to £1.6

million, with turnover rising 59 per cent to £37.9 million. Earnings per share, however, fell from 8.8p to 7.4p and the dividend was held steady.

The company explains the declining earnings figure by pointing to a number of acquisitions, mostly for shares, coupled with an earlier rights issue.

The business is certainly doing better than a number of its competitors and its directors claim this is because of its efficient management and broadly-based activities. It admits shopping has been badly hit by the economic downturn, but stresses that less than 20 per cent of its customer base is in the retail sector, while 35 per cent is commercial, 20 per cent financial and 10 per cent hotels and public houses.

Carol Leonard

US NOTEBOOK

Dollar revival spurred by services and savings

There has been a significant slide in the US balance of payments deficit. The US "trade deficit" is no longer a relevant policy issue.

There is a good chance that if present policies are maintained by the Federal Reserve, America is going to generate ever bigger surpluses in the 1990s.

Already its foreign exchange reserves have risen 75 per cent in the past 12 months. They increased \$27 billion in the year to December 1989.

Over the same period, Japan's reserves fell by \$13 billion. By the end of last month, Japan's foreign exchange reserves had fallen to \$80.44 billion, from \$84 billion at end-December and \$98.4 billion at end-March 1989.

Instead of cringing, as many dollar bears expected, the US currency is showing remarkable strength.

What is only dimly understood is that trade in "goods" is only part of America's foreign trade. The US is generating strongly growing surpluses on services due to huge foreign business in travel, entertainment, finance, business, medicine and education.

Between 1987 and the

fourth quarter of 1989, US exports of services, in constant prices, rose 24 per cent while imports of services increased only 16 per cent.

The surplus on services has risen by 51 per cent to \$60 billion. Because of this and the fact that since 1986 exports of all goods and services have risen at twice the rate of growth of imports of goods

6 America will once again become a net investor beyond its shores

and services, the US "negative net exports" has fallen from \$130 billion in 1986 to an annual rate of \$48 billion in the fourth quarter of 1989.

A mania arose which produced in Americans a dreadful fear of falling into the status of a "net debtor."

This was always exaggerated, as America's vast foreign assets were always undervalued in these sums.

Soon, as the surplus on services continues to grow and as imports of goods remain constrained, America will once again become a net investor beyond its shores.

Another factor contributing to this solid achievement is the rise in American savings.

In January this year, personal savings were running at 5.9 per cent of disposable personal income — or \$232 billion a year. This was 75 per cent above the rate in the first quarter of 1988 and 60 per cent above the average level of personal savings over the past 10 years.

This is not a recent event: personal savings have been growing strongly since 1987. They are now nearly two-and-a-half times the 1987 level.

This is partly why money is pouring into money market mutual funds. Personal consumption spending is also static.

In January the level of "real" personal spending was 0.2 per cent above the level of the September quarter. Consumers have stopped raising their spending.

This is a positive point for the balance of trade because it means imports are weakened while there is more incentive for US producers to export.

All this means the underpinnings for the dollar are becoming ever stronger.

Maxwell Newton
New York

Overseas sales rise 17% to record

British shoe exports shine

By Derek Harris, Industrial Editor

Britain's footwear manufacturers achieved record exports at year with a near 17 per cent increase over 1988.

More than 25 million pairs worth £214 million were sent abroad in 1989, representing 22 per cent of total British production.

Overseas tastes and hard selling by Britons have both played a part in the success, the British Footwear Manufacturers Federation reports. Strong demand for the British look in Europe, especially France, has favoured the British makers of traditional footwear such as men's quality all-weather shoes.

Five British makers also joined forces to make a strong pitch at the Tokyo Shoe Fair. It went well with £250,000 in firm orders taken.

But British makers had less trade overall last year. The 114 million pairs which passed through the factory

gates was 6.8 per cent down on the previous year. Judged on value, the decline was of the same order.

The main problem has been imports but a shrinking of overall sales in the home market was another factor.

Over the year, volume sales in the home market dwindled by 8.1 per cent, while December showed a 14 per cent decline on the same month of 1988.

Import penetration last year was approaching 67 per cent. Although the tide ebbed a little in volume terms, —

parage was down 6 per cent over the year with an 8.9 per cent decline showing up in the last five months — imports have been increasingly moving into bringing in more expensive footwear. Hence the sales value achieved by imports of £931 million is a 7.6 per cent increase over the previous year. This picture of

the industry's performance emerges from the BFMF's latest statistical analysis, extended for the first time to a survey of consumer purchase patterns.

Research by TMS Partnership consultancy shows that consumer purchases of footwear in the United Kingdom last year was an estimated £4.5 billion.

Purchase of children's shoes was put at £720 million with the spending of men and women being almost identical at just over £1.9 billion each. Women buy more shoes but at markedly lower prices while the tendency is for men to purchase fewer shoes but at higher prices.

Counting by pairage, men account for about 30 per cent of the market and women almost 50 per cent. One maker reported his men's shoe prices about 60 per cent higher than the women's range.

UNLISTED SECURITIES

Company	Price	Change	Volume	Company	Price	Change	Volume	Company	Price	Change	Volume	Company	Price	Change	Volume
22.00 ADG	14.00	0.00	10.4	28.00 B&W	1.00	0.00	1.0	6.00 B&W	1.00	0.00	1.0	6.00 B&W	1.00	0.00	1.0
0.000000 A&P	0.00	0.00	0.0	28.00 B&W	1.00	0.00	1.0	6.00 B&W	1.00	0.00	1.0	6.00 B&W	1.00	0.00	1.0
0.000000 A&P	0.00	0.00	0.0	28.00 B&W	1.00	0.00	1.0	6.00 B&W	1.00	0.00	1.0	6.00 B&W	1.00	0.00	1.0
0.000000 A&P	0.00	0.00	0.0	28.00 B&W	1.00	0.00	1.0	6.00 B&W	1.00	0.00	1.0	6.00 B&W	1.00	0.00	1.0
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0.000000 A&P	0.00	0.00	0.0	28.00 B&W	1.00	0.00	1.0	6.00 B&W	1.00	0.00	1.0	6.00 B&W	1.00	0.00	1.0
0.000000 A&P	0.00	0.00	0.0	28.00 B&W	1.00	0.00	1.0	6.00 B&W	1.00	0.00	1.0	6.00 B&W	1.00	0.00	1.0
0.000000 A&P	0.00	0.00	0.0	28.00 B&W	1.00	0.00	1.0	6.00 B&W	1.00	0.00	1.0	6.00 B&W	1.00	0.00	1.0
0.000000 A&P	0.00	0.00	0.0	28.00 B&W	1.00	0.00	1.0	6.00 B&W	1.00	0.00	1.0	6.00 B&W	1.00	0.00	1.0
0.000000 A&P	0.00	0.00	0.0	28.00 B&W	1.00	0.00	1.0	6.00 B&W	1.00	0.00	1.0	6.00 B&W	1.00	0.00	1.0
0.000000 A&P	0.00	0.00	0.0	28.00 B&W	1.00	0.00	1.0	6.00 B&W	1.00	0.00	1.0	6.00 B&W	1.00	0.00	1.0
0.000000 A&P	0.00	0.00	0.0	28.00 B&W	1.00	0.00	1.0	6.00 B&W	1.00	0.00	1.0	6.00 B&W	1.00	0.00	1.0
0.000000 A&P	0.00	0.00	0.0	28.00 B&W	1.00	0.00	1.0	6.00 B&W	1.00	0.00	1.0	6.00 B&W	1.00	0.00	1.0
0.000000 A&P	0.00	0.00	0.0	28.00 B&W	1.00	0.00	1.0	6.00 B&W	1.00	0.00	1.0	6.00 B&W	1.00	0.00	1.0
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0.000000 A&P	0.00	0.00	0.0	28.00 B&W	1.00	0.00	1.0	6.00 B&W	1.00	0.00	1.0	6.00 B&W	1.00	0.00	1.0
0.000000 A&P	0.00	0.00	0.0	28.00 B&W	1.00	0.00	1.0	6.00 B&W	1.00	0.00	1.0	6.00 B&W	1.00	0.00	1.0
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0.000000 A&P	0.00	0.00	0.0	28.00 B&W	1.00	0.00	1.0	6.00 B&W	1.00	0.00	1.0	6.00 B&W	1.00	0.00	1.0
0.000000 A&P	0.00	0.00	0.0	28.00 B&W	1.00	0.00	1.0	6.00 B&W	1.00	0.00	1.0	6.00 B&W	1.00	0.00	1.0
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0.000000 A&P	0.00	0.00	0.0	28.00 B&W	1.00	0.00	1.0	6.00 B&W	1.00	0.00	1.0	6.00 B&W	1.00	0.00	1.0
0.000000 A&P	0.00	0.00	0.0	28.00 B&W	1.00	0.00	1.0	6.00 B&W	1.00	0.00	1.0	6.00 B&W	1.00	0.00	1.0
0.000000 A&P	0.00	0.00	0.0	28.00 B&W	1.00	0.00	1.0	6.00 B&W	1.00	0.00	1.0	6.00 B&W	1.00	0.00	1.0
0.000000 A&P	0.00	0.00	0.0	28.00 B&W	1.00	0.00	1.0	6.00 B&W	1.00	0.00	1.0	6.00 B&W	1.00	0.00	1.0
0.000000 A&P	0.00	0.00	0.0	28.00 B&W	1.00	0.00	1.0	6.00 B&W	1.00	0.00	1.0	6.00 B&W	1.00	0.00	1.0
0.000000 A&P	0.00	0.00	0.0	28.00 B&W	1.00	0.00	1.0	6.00 B&W	1.00	0.00	1.0	6.00 B&W	1.00	0.00	1.0
0.000000 A&P	0.00	0.00	0.0	28.00 B&W	1.00	0.00	1.0	6.00 B&W	1.00	0.00	1.0	6.00 B&W	1.00	0.00	1.0
0.000000 A&P	0.00	0.00	0.0	28.00 B&W	1.										

Japan and US to seek G7 support for the yen

By Colin Narborough, Economics Correspondent

The United States and Japan will press for an urgent fight to stop the yen sagging further against the dollar when top finance ministry officials from the Group of Seven leading economies meet near Tokyo tomorrow.

The meeting will also address the implications of impending German monetary union for German interest rates and other countries.

Talks in California at the weekend between President Bush and Mr Toshiki Kaifu, the Japanese Prime Minister, failed to remove fears that the US could take unilateral action to reduce its huge trade deficit with Japan, despite all the good intentions announced by the leaders.

But after the meeting President Bush stressed the two countries' continuing commitment to co-operation in for-

sign exchange markets as part of wider co-ordination of economic policy.

A Japanese foreign ministry official said the US Treasury Secretary, Mr Nicholas Brady, had told Mr Kaifu that he saw the need to strengthen policy co-ordination between Japan, the US and others to stabilize dollar/yen exchange rates.

European central banks have played little part in supporting the yen. The Japanese currency has fallen further since the September G7 meeting, which concluded that further yen depreciation would be counter-productive.

Any doubts about Washington's intentions concerning trade with Japan will be unhelpful to restoring confidence in the shaken yen and Japanese equities.

The open questions over German monetary union are

also unlikely to restore confidence in the West German's ability to maintain their traditional economic stability.

The phenomenon of having the West German and Japanese central banks at odds with their respective governments over key monetary issues provides an almost unprecedented picture of confusion for a G7 meeting, at least in recent years.

Herr Karl Otto Pöhl, the Bundesbank president, has made no secret of his thorough dislike of Chancellor Kohl's rush towards monetary union with East Germany, including the Chancellor's sympathy for a one-to-one conversion rate for the East German mark.

Though domestic pressures for higher West German interest rates are not immediately evident, the prospect of early monetary union dictated by

Bonn would appear to make higher interest rates inevitable in the months ahead.

With the West German mark the anchor currency of the European Monetary System, a rise would almost certainly trigger rate increases across Europe, including Britain, where it would be politically most unwelcome.

The dispute between the US and Japan over trade has guided Tokyo's Finance Ministry in its efforts to reduce the Japanese surplus and ensure the Japanese institutions continue to finance the US deficit.

But the Finance Ministry's desire to hold domestic interest rates steady is diametrically opposed by the Bank of Japan which fears that rapid growth in domestic demand and labour market tightness, plus a weakening yen, are fuelling inflation.

City waits on Lloyds to bid for Macarthy

By Our City Staff

Lloyds Chemists, the second biggest chain of chemists shops in Britain after Boots, may be getting ready to bid for Macarthy, the pharmaceutical wholesaler and rival chemist group.

Lloyds has been out of touch with the City for several weeks now and analysts were becoming increasingly anxious that the group was facing difficulties after a fire at one of its Warwickshire warehouses a month ago.

But they now believe Lloyds may be preparing a hostile bid for Macarthy, whose shares rose 18p to 244p last week, valuing the group at about £65 million.

Nobody from Lloyds was available for comment but Panmure Gordon, the group's broker, said the company was fully insured for the fire at its paper and toiletries distribution warehouse which is believed to have caused substantial damage.

Lloyds is also insured for any subsequent loss to profits and its broker said it has no worries that the group will reach its profit forecast of £13.7 million for the year to June. Lloyds is due to announce its half-year figures early next month.

Lloyds under the chairmanship of Mr Allen Lloyd, has more than 350 shops. Its last big acquisition was the purchase of Allens, the chemist chain, from Next in November, 1988.

Macarthy has been having difficulties recently. Mr Nicholas Ward, its former chairman who left suddenly in August, is suing the group and profits have been sluggish after a drawn out dispute with UniChem, the pharmaceutical wholesaler.

Gulf ministers press for EC trade accord

(AFP) — Ministers of the six-nation Gulf Co-operation Council met in Saudi Arabia to discuss a GCC customs union as part of their plan to press for a free trade agreement with the European Community.

This would involve removing tariffs of up to 13 per cent on petrochemical imports from the Gulf states.

Talks have been going on for two years between the EC and Saudi Arabia but the EC has stressed that a GCC customs union — which would include Bahrain, Kuwait, Qatar, Oman and the United Arab Emirates — must come first.

ECONOMIC VIEW

Why one week dashed hopes of easier Budget

The background to the Budget has darkened perceptibly in the past week. A poorer set of trade figures has been followed by a sharp fall in sterling and an upward revision in the expected peak for inflation. If John Major, the Chancellor, has been tempted to err on the side of an easier Budget, he should be having second thoughts by now.

The trade figures, it is true, were not as bad as they looked. The jump in one month from a current account deficit of £817 million in December to one of £1.88 billion in January masks the fact that the December figure was revised down to less than half the November one. Taking the past three months together, an average deficit of £1.53 billion is still lower than in the previous three months. Exports are growing well and the trend in imports is sluggish. But there is no denying the fact that the trend in the trade figures does not look quite as good as it did.

No doubt this was partly the reason for the sharp fall in sterling last week. After rising gradually since the beginning of the year to recover, a week ago last Friday, the level it was the day Nigel Lawson resigned, the pound suffered a relapse. By the end of last week it had fallen from 90.2 on the Bank of England's effective rate index to 88.7, a drop of 1½ per cent.

To a large extent the currency has suffered in the backlash of other foreign exchange movements. The sharp rise in the dollar at the beginning of the week found the pound losing ground rather faster than other currencies and the reversal engineered by the Bundesbank and other central banks at the end of the week saw the pound again losing disproportionately. In calmer markets sterling might have been steadier. But as long as the pound stays at its present levels, the history of how it arrived there is largely irrelevant. The sterling revival has been an important incentive for industry to keep its costs down; equally the currency's retreat will give all the wrong signals.

It is not only the external indicators which are moving adversely. The final weekly banking return for February suggests that over the month as a whole the narrow measure of the money supply, M0, has accelerated to a year-on-year growth rate of 6.5 per cent. This is significantly higher than the previous month's 5.8 per cent and well above the 1-5 per cent target range. Though there is little doubt that consumer spending has slowed considerably, the combination of external and internal monetary signals displaying warning signals must give the Chancellor pause for thought.

Against this background, estimates of inflation in the immediate future have been rising. Higher mortgage rates will push up the retail price index beyond

the level previously expected. And the ever-rising level of the poll tax, which was anyway likely to raise the retail price index because of its skewed distribution towards those less well off who take part in the monthly survey, could increase inflation by 0.9 per cent on present figures. According to James Capel, the peak rate of inflation as measured by the RPI could now reach 9 per cent in August.

In economic terms the rise in the RPI may be relatively unimportant, to the extent that it reflects higher mortgage rates and higher poll tax payments. Higher interest rates and higher taxes are not inflationary but counter-inflationary, whatever their immediate effect on the statistics.

But with a weakening exchange rate and accelerating money supply, the worry is that the underlying rate of inflation may rise, which would be much more serious.

The main academic forecasters are in a fair degree of agreement about inflation this year, expecting the average rate for the RPI to be about 7 per cent. On next year, views begin to diverge, with the Liverpool Group, which published its latest forecast yesterday, displaying its usual faith in monetary containment, and the National Institute of Economic and Social Research pinning its colours to Britain joining the exchange rate mechanism of the European Monetary System before the end of this year. The London Business School is less sanguine than either, expecting RPI inflation to remain at nearly 6 per cent next year.

There is also a fair degree of consensus about the balance of payments this year, with LBS and Liverpool projecting about £13 billion and the National Institute unusually optimistic with £11 billion. Thereafter, views diverge, with Liverpool projecting quite a rapid move into surplus and the LBS expecting a move in the opposite direction.

Growth forecasts are in the 1-1½ per cent range this year, straddling the Treasury's autumn statement forecast of 1½ per cent, which was regarded as excessively gloomy at the time. Next year the expectation is for about 2½ per cent — if Treasury views prove to be in line, that will not be too bad a backdrop for an election.

On the whole, economic forecasting is a duller business than it used to be because the passionate debates of the early 1980s have largely been resolved. The National Institute is no longer noticeably "Keynesian" in the sense that the word was used in the 1970s. Eclecticism is the new orthodoxy. That orthodoxy is urging caution on Mr Major.

Rodney Lord
Economics Editor

Partners aim to re-create success

By Derek Harris
Industrial Editor

Re-creating authentic period homes is becoming big business for Mr Jeremy Rawlings and his wife, Barbara, who have just sealed a partnership with one of the top 10 US architects to take the idea across the Atlantic.

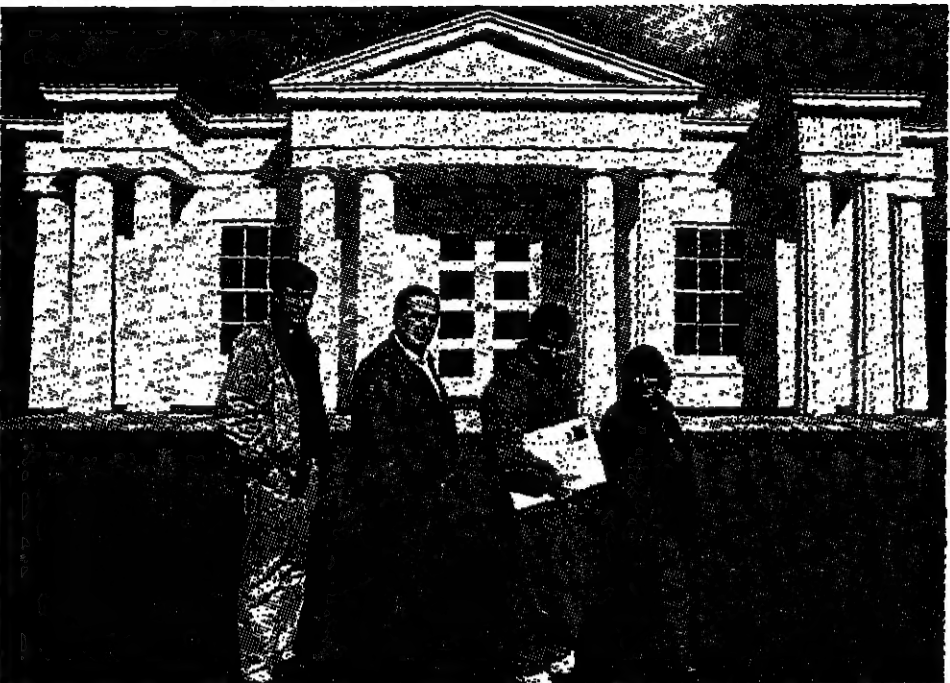
As well as expanding the earnings of Period Homes Partnership, the Rawlings' two-year-old business, based in Crediton, Devon, it could mean the export from Britain of building materials and finishes that are authentic to various periods of British architecture.

For this reason, the Department of Trade and Industry and the construction trade's Building Materials Export Group are providing promotional backing.

Mr Rawlings, a civil engineer, and his designer wife, who works professionally as Miss Barbara Cliff, turned over £200,000 last year and expect to double that this year.

Mr Rawlings said: "Going for a restoration, perhaps on the United States Market, could well be on the cards at some point."

Period Homes' first business targets were period buildings needing interior and



Designs on America: Jeremy Rawlings, second left, and wife Barbara Cliff with their new US partners, Victor Mironichuk, left, and Antonio Flamenco, of EDI, at the Trehill lodge

is Trehill, at Kenn, near Exeter, a Regency period lodge. The single-storey, three-bedroomed lodge is valued at about £230,000.

Their new American partners are EDI, architects and planners based in Houston, Texas, with branches in San

Francisco and Philadelphia. Mr Victor Mironichuk, EDI, president said: "This partnership adds a new dimension and will not be just appealing to an up-market segment."

He added: "We are talking mass market as well, and throughout the US."

£11m buy by Laing in Canada

Laing Properties, fighting a £440 million bid from P&O and Chelmsfield, has made a Can\$21 million (£11 million) property buy in Canada.

Laing has bought Douglasdale Estates, a partly developed residential and commercial project in Calgary, from CIL, a subsidiary of ICL.

Laing is developing the 1,200-acre site in conjunction with Freehold Title Developments.

Mr Brian Chilver, Laing's chairman, said: "It is business as usual. We are concerned that the bid does not divert us from our normal activities. We have some good assets in Canada and our strategy is to extend our activities geographically and by sector."

Insurers risk losses on loans to property firms, says GRE

By Gillian Bowditch

Guardian Royal Exchange, the insurance company, has said that substantial losses on loans made to property companies could become commonplace in the wake of the slump in the property market.

GRE has lost up to £23 million lent to SU, a private property company which went into receivership six weeks ago.

Gouldens, GRE's solicitor, is believed to have called in the fraud specialist, Network Security Management, to investigate the loss, although no specific allegations have been made.

A spokesman for GRE said that although the SU case was

the only one affecting GRE, the sort of loss could become quite common for insurance companies.

"There may be other losses of this size, though certainly no one has mentioned to me that this is a problem for GRE," he said.

GRE's mortgage subsidiary lent the £23 million to SU, run by Mr Neville Roberts. The loans were secured on properties in eight locations.

When SU fell into arrears on the loans and it became apparent that it could not resolve its problems, GRE called in the receivers.

Mr Roberts has said: "The property market is absolute

hell just now, but I have to take responsibility. We probably tried to grow too big."

So far, none of SU's properties has been sold and GRE has recovered no money, but the company is hopeful that when the properties are sold, a substantial amount of the loss will be recovered.

GRE's spokesman said that there was nothing suspicious in the fact that Mr John Allard, head of the GRE division that lent the money, is on pre-retirement leave. "Mr Allard has reached normal retirement age, is still on the payroll and is taking some pre-retirement leave," the spokesman said.

Barnfield given a blank sheet

New Japan Securities, the fifth largest Japanese securities firm, is making its first move into UK and European equities, with the recruitment of Bruce Barnfield, who, until last summer, sold UK stocks to Europeans for Smith New Court. Barnfield, aged 37, left SNC to start his own fund management company, Belante Capital. But he has put that business on the back burner — "With 15 per cent base rates it was pretty hard going," he says — since receiving the offer from New Japan. Due to start today, he tells me that his brief "is a blank sheet of paper. They do not have any exposure to UK or European equities in London and they are now going to make a start. My role is a marketing one, to persuade Japanese clients in London of the benefits of investing in the UK and Europe. They are still nervous of those markets."

And Barnfield will, he reveals, be looking to recruit "the Japanese by nature take a long-term view, so we will certainly not be in any hurry. There is still a lot of fallout to come in London, and we aim to pick up some of those people — the good ones." Barnfield, some of you may recall, last made it into the City Diary when England drew Albania in the World Cup. He formed the London Albanian Association Football Supporters' club (LAASF) — "For all haters of football in the City, to support Albania," he says.

THE TIMES CITY DIARY

Last in line first in job

Those made redundant, or worried that they might lose their jobs in the not too distant future, should try to obtain a copy of a book called *How To Get a Better Job in This Crazy World*, by Robert Hall. Among his tips on interview techniques, he states that the last person to be interviewed is more likely to be appointed.

On the slopes

There are, it seems, always two sides to every story, and Tim Lefroy, chief executive of the advertising agency Yellowhammer, claims that John Banks, chairman of rival advertising agency Young &

than the first. He claims that while more than half of those interviewed last ditched the job, less than a fifth of those interviewed first do so. If you are offered three possible interview times, Hall says, always plump for the last one. And never accept an appointment for an interview on a Monday — whatever the time.

Rubican, has not quite been telling the whole truth. Banks, last week in this column, coyly estimated that, even though as something of a fitness fanatic he had been running three miles every day, he still had about 2lb to go before reaching his target weight loss of 20lb in a bet with a friend. But Lefroy has since contacted me to identify himself as the friend in question — he was previously deputy chairman at Young & Rubican — and reveals that since the bet placed was £50 per lb difference between their respective weight losses, and that he has already shed more than 25lb, their weigh-in in Geneva at the weekend, at the start of a skiing holiday, was likely to set Banks back more in the region of £350 than £100. "Last time we had dinner together, a fortnight ago, he still had a stone to go — and I stuffed as many bread rolls into him as I could," says Lefroy, who could win enough to pay for his trip.



"I'm leaving you for a cheaper poll tax borough."

Red tape to order

The Northern Ireland office's Central Unit for Purchasing — Stormont's procurement agency — is clearly very proud of a purchasing information system it has developed with a Taunton-based software house called Belmin.

The entire stationery store of HMSO at Norwich has been electronically catalogued for an ordering and invoicing system, accessible over ordinary telephone lines. Demonstrating the system to journalists in Belfast last week, CUP director David Court invited them to call up any stationery item they desired, to see what HMSO had in stock. "Red tape?" asked the City Diary's man in Belfast. Immediately the system came up with a detailed list of 17 varieties HMSO is ready to deliver. Explaining that all routine government procurement and invoicing should soon be on such databases — enabling individual departments to run down stocks and order their requirements on a just-in-time basis — Court added: "The idea is to get rid of great showers of paper." It will be interesting to see how many varieties of red tape survive.

● An unusual but welcome law has been introduced in California after complaints from tax-payers that they have to hang on for hours before anyone answers the telephone. All telephones in state departments must now be answered after 10 rings at most. British Telecom take note.

Carol Leonard

Hotels operation likely to push Ladbroke profits above £300m

The hotels and racing businesses should help the Ladbroke Group gallop to final pre-tax profits of more than £300 million, when Mr Cyril Stein, the chairman, reports on Thursday.

The Hilton Hotels business should be the star performer. Its operating profits could advance by more than 30 per cent to £160 million. The racing and property side should be ahead by about 25 per cent at the operating level, although the Texas DIY business is expected to be sluggish.

UBS Phillips & Drew has pencilled in pre-tax profits of £305 million for the year, compared with £252 million last time, with other forecasts ranging from £295 million to £305 million.

TODAY

Perkins, the York house-builders, should have sufficient strength in the North of England and Scotland to offset the difficult time it will have been facing in the South. Allied Provincial expects final pre-tax profits of £32 million, against £29.5 million. Forecasts range from £27 million to £36 million.

Interim: Green (Ernest) and Partners Holdings, Sir David Beld. Final: Capita Group, Consolidated Venture Trust, Cresta Holdings, Jordan (Thomas), Neader Group, Persimmon, Ransomes, Serco Group, Sunk, Unidore.

TOMORROW

Fisons, the pharmaceuticals, scientific equipment and horticulture group, chaired by Mr John Kerridge, predicted taxable profits of at least £165 million for the year — against £132.1 million last time — at the time of the acquisition of VG Instruments in December. Analysts' forecasts range from £165 million to £170 million.

The results are expected to show excellent growth in the pharmaceuticals operation — boosted by US sales of Latol, the anti-allergy drug — and the first full-year inclusion of Pennwalt. News is awaited on Tilade, the group's new respiratory drug, which should be approved in America during the next few months.



Stein of Ladbroke: hotels star

Interim: Chelsea Man, Haggas (John), Interphase Technology Services, Raine Industries, Sunat & Vine, Waterman Partnership Holdings. Final: Elagden Industries, Clinton Cards, De Beers Consolidated Mines, Exagmet International, Fisons, Fleming Mercantile Investment Trust, Grogas, Pacer Systems, Robinson (Thomas) Group, Trenchard, Gidman & Henderson, Vitec, Warriss (Oy), Wates City of London Properties, Westmough (Holdings), Wyvalde Garden Centres.

WEDNESDAY

BICC, the international cables and construction group headed by Sir William Barlow, the chairman, and Mr Robin Biggam, the chief executive, is expected to benefit from the strength of the core cables business, particularly in Britain and continental Europe.

Balfour Beatty, which has a big involvement in the Channel tunnel, should make a good contribution on the construction side, despite weaker housebuilding.

Barclays de Zotte Wedd is looking for £200 million before tax for the year, against £156 million. Market forecasts range from £195 million to £206 million.

The continued strength of the industrial services division should make the most significant contribution to earnings growth at GKN, the automotive components-to-engineering group chaired by Mr David Lees.

Weaker British and Ameri-



Kerridge of Fisons: rise seen

can motor sectors should be more than offset by continental Europe, which accounts for about 56 per cent of GKN's automotive turnover as well as being more profitable.

Mr Peter Deighton at County NatWest WoodMac is expecting pre-tax profits to climb from £178 million to £222 million, which is at the top end of forecasts starting at £205 million.

A 30 per cent higher oil price and seasonally greater gas output, as well as a contribution from the Wilmington refinery in California, will benefit Ultramar, the independent oil company.

Smith New Court is looking for net income of £103 million for the year, against £57.4 million. Forecasts range from £96 million to £108 million.

Interim: Domestic & General Group, Galliford, Gent (SR), Harsons Malaysian Plantations, Law, Sincis (William) Holdings, Synapse Computer Services. Final: BICC, CRH, Cowie (J), Fairly Group, GKN, Heywood Williams Group, Instem, Life Sciences International, Marney Docks and Harbour Co, Meta Subelin, More O'Ferrall, Pickwick Group, Singapore Para Rubber Estates, Ultramar.

THURSDAY

Difficult trading and the high cost of borrowing are likely to cut profits at Coats Vyecla, the textiles group chaired by Sir David Alliance. Pre-tax profits are expected to fall from £135 million to £125 million for the year, according

to Kitcat & Aitken, with market forecasts ranging from £120 million to £130 million.

TI Group, the specialist engineering company headed by Mr Christopher Levinson, is expected to reap the benefits of new products and rationalization, despite its exposure to automotive and white goods which have seen a slowdown. BZW is looking for pre-tax profits of £102 million for the year, compared with £85.4 million, with forecasts ranging from £100 million to £105 million.

Mr Martin Sorrell's WPP Group, the marketing services group recently shown as the world's biggest advertising group in Campaign's annual league table, overtaking Saatchi & Saatchi, is expected to reveal that final pre-tax profits have climbed from £40.3 million to between £75 million and £78 million.

WPP should benefit from a contribution from Ogilvy, whose acquisition was concluded at the end of June, and improved margins at JWT.

Interim: Bailey (Ben) Construction, Brierley Investments, CALA, Mucklow (J&J) Group. Final: ADT, Anglo American Oil Investment, Antiochana Holdings, Baynes (Charles), Costa Vista, Cussons Property Group, Farnley Technology Industries, Ladbroke Group, Microtec, MTI, Pentland Group, Penton, Sunk, AB, TI Group, Woodchester Investments, WPP Group.

FRIDAY

The severe conditions in the British car market are expected to have taken their toll at Perry Group, the motor dealer chaired by Mr Richard Allan. It issued a warning half time that high interest rates would cause flat profits.

It is thought to have struggled to make progress in the second half, with margins reduced to maintain sales. County NatWest WoodMac expects pre-tax profits to fall by 34 per cent to £25 million this year.

Interim: None announced. Final: Anglo American Industries, Perry Group.

Philip Pangal

Barclay

TEMPUS

Barclays the safest bet in bank stakes

Now the sound and fury of the banks' results season has died away, it is worth reassessing their relative merits. A group of companies valued at £26 billion which can muster aggregate pre-tax profits of £120 million may not sound the ideal investment background.

Yet there are only seven AAA-rated banks in the world, and Britain has two, Barclays and National Westminster. They are also two of the cheapest. On respective profit forecasts for 1990 of £1.75 billion and £1.5 billion, they are both on prospective p/e ratios of 5.8, while their historic yields are both about 6.3 per cent.

They have major problems. Their domestic business is increasingly threatened by new entrants like the building societies. Overseas, they still have to prove they can achieve a satisfactory return. Yet they both seem to have the capital resources and the marketing initiative to compete in the oncoming European market.

Of the two, Barclays has displayed the most strength this time, and the City welcomed its attention to costs and the prudence of its lending policy. National Westminster, with the largest branch network, must still address itself to the problem of costs. It says it has identified £200 million in annual savings, but must carry them through speedily.

Midland and Lloyds are

more problematical. Both have been weakened by the LDC write-offs which pushed them to losses of £261 million and £715 million. A succession of banana skins in Midland's numbers has turned sentiment against the bank so much that its shares have fallen to 333p, giving it a yield of 7.2 per cent, easily the highest in the sector despite declaring the lowest dividend increase. At that level, they begin to look worth tucking away in anticipation of a merger with Hongkong and Shanghai Bank, although they are still overvalued on fundamentals.

Lloyds has been the City's favourite for a while, but the size of its non-LDC provisions created doubt in some minds about the quality of its lending. Mr Brian Pitman, the chief executive, is certainly an innovator, but has to prove the success of his strategies once they are unsheltered by LDC provisions. The p/e ratio of 5.9 reflects that fairly.

Finally there is Abbey National, whose balance sheet contains none of the holes of its new banking colleagues. A p/e ratio of 6.2 is not expensive, but Abbey admits its central mortgage business is mature, and it must succeed in its new ventures, such as estate agency, to continue moving forward.

On the face of it, Barclays must be preferred by the solid investor, while Midland offers more of a gamble.



Rivals on the home front: Sir John Quinlan of Barclays (left) and Sir Campbell Adamson of newcomer Abbey National

Sketchley

Long-suffering shareholders in Sketchley, the dry cleaning group, must be hoping for a swift and merciful end to their troubles in the shape of a new takeover bid.

Last week, Godfrey Davis withdrew its offer, initially worth 360p per Sketchley share, in the face of a warning that the cleaning group's prof-

its were collapsing in the second half of its financial year. Adding injury to insult, Sketchley shares slumped 98p on Friday to 251p.

Mr Malcolm Glenn, the chairman, will have suffered little direct personal damage to his finances. The defence document rejecting the Godfrey Davis bid shows him as beneficial owner of 625 shares, currently worth under £1,600, though he has greater interest



by way of options should Sketchley's share price regain some of its former glory.

Nevertheless, the City view is Mr Glenn's position may prove far from secure in the aftermath of the collapsed bid.

In November, shareholders were told to expect more satisfactory results in the second half. This cheery prediction came after disappointing interim figures showing profits of £5.4 million against £7.2

million. Sketchley shares were then about 360p and the company brokers expected full-year profits close to £15 million, against £17.3 million.

In early February, with the ink hardly dry on Godfrey Davis's cash-and-share offer, worth about 360p per share, Mr Glenn and his colleagues revealed that second-half profits would be way below market expectations. Sketchley shareholders may feel less than

pleased that Mr Glenn and colleagues told them not to sell at that point, with the price at more than 380p.

Last week Mr Glenn produced the details behind his warning. Apparently a series of nasties had emerged since November's bullish prediction. Full-year profits are now forecast at £6 million with the help of a most welcome exceptional credit of £2.2 million. Without non-recurring items, the second half appears to be heading for a loss against a profit of about £10 million.

Dismayed Sketchley holders, now sans bid and nursing whopping losses since the shares stood at more than 500p in 1987, might like some answers to the following:

Why the silence between November and February over the worsening profit position? Was it in shareholders' best interests to receive "don't sell" advice from the board when it warned of the profits shortfall? What on earth are shareholders to make of a board which says that Godfrey Davis's offer worth 360p, an exit p/e of 27, does not fully reflect the value of Sketchley, when the verdict of the market is that the stock is worth 250p without an offer?

Hartwell/Jameel

The next few months look to be unpleasant for the board of Hartwell, assuming it evades the unwanted £172 million cash bid from the Saudi Arab-

ian-owned Jameel Group. The Saudis are sitting on 33 per cent of the ordinaries and more than half the convertible stock, and show no signs of going away. James Capel, their broker, is scooping up an estimated 100,000 shares a day at 155p, the price on the table, which is effectively holding the shares at the 150p they have stood at since the raised bid on February 13.

This boosted the terms from the 130p originally on offer to about 5p more than the market had been expecting, and under normal circumstances should have represented the killer blow. But circumstances are far from normal. About 10.3 per cent is held within the Hartwell pension fund.

M&G, implacably opposed to hostile takeovers, and Mercantile Credit have almost 17 per cent between them.

Some of the small shareholders face a healthy profit — the shares were as low as 80p last autumn. Motor dealers are going through difficult times, and the exit multiple on offer, 18 times Hartwell's own forecast for 1990, reflects this.

The Jameels will have their work cut out. The defenders can rely on anything up to 40 per cent support, assuming a couple of big institutions hold out. Some 20 to 25 per cent is held by private shareholders.

Gambler's might hope for a "white knight," though the chances are slim. Others should accept the Capel terms on offer in the market.

GILT-EDGED

Why 'policy for pound' is little use at long end

Labour's lead over the Conservatives, in some opinion polls, is at its greatest since 1971. Against this background, the issue to be addressed in the Budget on March 20 is not what the Chancellor will do for the economy, but rather what he will do for the Government's election chances.

Historical precedent suggests that governments' electoral prospects do not simply improve with time; no Prime Minister since Clement Attlee has won an election after a five-year Parliament.

This argues strongly against postponing a general election until 1992, but leaves no more than 18 months to swing the Government's political fortunes.

The principal role the Budget can play is to lay the foundations for lower interest rates. Thus the Budget must address the main obstacle to an easier monetary policy: the prospect of the same response as seen in Canada in January — a sharp sell-off of the currency. Given that such a sell-off would exacerbate already severe inflationary pressures, it is especially important to avoid this.

So the Chancellor needs a "Budget for sterling." This would be achieved by creating the expectation that base rates will remain at 15 per cent for a long time.

The dominant opinion in financial markets is that a "tight" Budget will reinforce Mr Major's anti-inflationary credentials, encouraging the belief that he will keep interest rates "as high as necessary for as long as necessary."

The announcement of a "tight" policy will allay mounting fears about sterling's "fundamentals", and thus would be especially welcome in the light of last week's trade figures.

The Chancellor will probably bow to this conventional wisdom, despite growing political pressures. The motivation behind this is not just to strengthen sterling, but also political risk aversion.

If the Chancellor announces a "tight" Budget and fails to support sterling, he will have fewer critics than if he announces a "loose" Budget and fails.

But there are risks in such a strategy.

A "tight" Budget may not improve sterling's "fun-

damentals" as much as had been hoped. First, the absence of tax cuts, allied to higher mortgage rates, may force up wage claims still further, fuelling inflation.

Second, there is a risk that consumers regard the Budget for what it is, namely a foundation for an easier monetary policy later in the year. Thus the savings ratio, rather than consumption, could take the strain of higher taxation.

So what does this all mean for gilt? The immediate reaction could be a repeat of three of the last four post-Budget reactions, namely a rally at the longer end.

The foundations for this would be the revising upwards of PSDR forecasts, improved sentiment towards sterling, and simple relief that the Chancellor's anti-inflationary nerve did not crack.

However, this should be seen as a selling opportunity. First, no Budget could do much to address the realities of strong wage inflation and its corollary, steady consumer spending, and could even exacerbate these problems.

Although post-Budget retail sales figures may appear very depressed, this would owe less to fiscal tightness than to the "shock" effect of the introduction of the poll tax. In a longer-term view, the more bullish inflationary forecasts may prove unfounded.

Second, although political fears about the poll tax could dissipate, there is the risk of a severe impact on the PSDR; a default rate of 5 per cent would reduce the PSDR by more than £500 million.

Third, sterling's long-term upside will be curtailed by the growing need to cut interest rates before a 1991 election.

Thus the Chancellor's anti-inflationary rhetoric may give way this year to more pressing electoral considerations, even though the underlying inflation rate does little to justify the easing of monetary policy.

Thus, not until the prospect of entry into the EMS exchange rate mechanism looms larger is there any basis for a sustained rally at the longer end of the market.

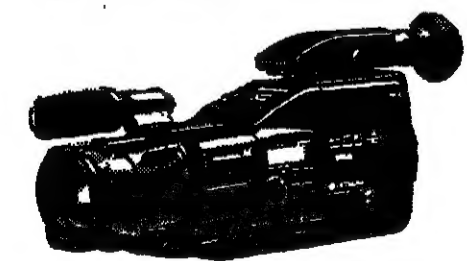
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QUEBEC CENTRAL RAILWAY COMPANY

Notice to Security Holders

The Annual General Meeting of the Quebec Central Railway Company will be held on Monday, April 16, 1990, at 11:00 a.m. in the Board Room of the Company, 1000 Avenue du Commerce, Suite 1000, Montreal, Quebec, H3B 2Y4. The purpose of the meeting is to receive the report of the Chairman and the report of the Board of Directors, and to elect the members of the Board of Directors for the year ending March 31, 1991.

BY ORDER OF THE BOARD
P. Boudreau
General Secretary
MONTREAL, Quebec,
February 22, 1990

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BUSINESS

Executive Editor
David Brewerton

CHANGE ON WEEK

THE POUND

US dollar

1.6530 (-0.0535)

W German mark

2.8360 (-0.0275)

Exchange index

88.7 (-1.5)

STOCK MARKET

FT 30 Share

174.2 (+11.9)

FT-SE 100

2254.8 (+18.1)

USM (Datastream)

148.91 (-1.98)

Brookes backs Eurorail

By Our City Staff

Sir Nigel Brookes, chairman of Trafalgar House, the construction group, has denied that his company is planning to withdraw from Eurorail, the joint venture consortium financing the high-speed train link from London to the Channel tunnel.

"We are not thinking of pulling out at all and our work is progressing as usual."

"The rate of return demanded, of course, is of great concern to British Rail," he said.

Reports over the weekend suggested that Trafalgar House and BICC, the two private sector companies which share a 50 per cent stake in Eurorail, might be withdrawing from the project because British Rail was finding it difficult to meet the rate of return required by the Government and the private companies.

It was suggested British Rail faced a £1 billion shortfall in financing the £4.5 billion project but could finance and build the line itself if the Government reduced its rate of return from 8 per cent.

TOURIST RATES

	Bank	Bank
	Buy	Sell
Australia \$	2.58	2.14
Austria Sch	26.80	19.80
Belgium Fr	81.50	88.00
Canada \$	2.045	1.945
Denmark Kr	11.25	10.72
Finland Mk	7.00	8.00
France Fr	10.00	9.40
Germany Dm	2.98	2.78
Greece Dr	291	288
Hong Kong \$	13.05	12.72
Italy Lit	1.12	1.05
Japan Yen	983	967
Netherlands Gld	3.32	3.14
Norway Kr	21	10.73
Portugal Esc	201	240
South Africa Rd	4.85	4.25
Spain Ptas	168	177
Sweden Kr	10.71	10.05
Switzerland Fr	2.80	2.44
Turkey Lira	4990	3680
USA \$	1.74	1.64
Yugoslavia Dnr	Refer	Refer

Rates for small denomination bank notes only as supplied by Barclays Bank PLC. Different rates apply to travellers' cheques.

Retail Price Index: 119.5 (January)

B&C sells Gartmore to French in £130m deal



Gunn: staying in charge

By Gillian Bowditch

Mr John Gunn, chairman of British & Commonwealth Holdings, the financial services group, will this week announce the sale of its Gartmore fund management business to the French bank, Indosuez, for about £130 million.

Indosuez, which was bitterly disappointed in losing the battle for Morgan Grenfell to Deutsche Bank last year, bid the highest sum for Gartmore in an auction conducted by SG Warburg.

Indosuez has done deals with Mr Gunn in the past. It bought the brokerage firm WI Carr from Mr Gunn's old company, Exco.

The French-based financial services group - which is part of

Compagnie Financière de Suez, owner of France's second-largest insurance company, Groupe Victoire - has ambitions to expand in Britain, particularly into merchant banking should another opportunity like Morgan Grenfell emerge.

The Gartmore sale will offer some cheer to B&C's disappointed institutional investors, who have seen the group's value plummet to a tenth of the 1987 figure.

Mr Gunn, who is battling to get the former shipping company back on an even keel, offered his resignation to the B&C board late last year amid growing dissatisfaction from shareholders.

It was unanimously rejected and

Mr Gunn will continue to run the group.

After the announcement of the Gartmore sale, B&C is expected to announce a major shake-up of the board. Mr Peter Goldie, who stepped down as chief executive of the group in November to concentrate on disposals, is expected to leave the board. The group's finance director, Mr Rusty Ashman, may also go.

B&C's non-executive deputy chairman, Sir Peter Thompson, may step up to become non-executive chairman. Sir Peter recently announced that he is to retire as chairman of NCF. Sir Peter's appointment as B&C chairman would go some way to pacifying

disgruntled shareholders, but they are also calling for another non-executive director, a call B&C is expected to heed.

Mr Gunn still has some strong backers among institutional shareholders. Scottish Amicable has taken its stake in B&C to 8.5 per cent. No final decision on the board has been taken, but Mr Gunn's position seems secure for the time being, although the shares have dived from a high of 572p in 1987 to 54p, 1 1/2p off their low. He has voluntarily cut his salary in half to £300,000.

Group debt is about £700 million and B&C is hoping to raise about £500 million from disposals, including the sale of Gartmore, but

despite some pressure to do quickly, the programme is longer than expected because of difficulty of finding buyers in rent market conditions.

B&C is due to announce a forecast for 1989 on April 26. Pre-tax profits forecasts range from £77 million to £100 million, down from £110 million.

With the shares currently yielding 22.5 per cent, there is a big gap mark over the dividend.

B&C is still embroiled in a battle with Mr Gary Klesh's 10 per cent group, Quadrex, over an aborted deal to buy M W Ma and William Street wholesalers from B&C. The case goes to court next month.

Egan favoured for National Power chair

By David Young, Energy Correspondent

The Government has identified Sir John Egan, who steered Jaguar into the black and then to successful privatization, as the man it wants to head National Power, the largest generating company in the £15 billion electricity privatization programme.

National Power, along with the other companies being created in readiness for privatization, will legally come into existence on March 31, with 60 per cent of the country's network of power stations on its books. However, it is still without a chairman after the resignation three months ago of Lord Marshall of Goring who stood down in protest at the Government's decision not to include the nuclear power station network in the privatization plan.

Mr John Wakeham, the Energy Secretary, hopes to announce the new chairman by the end of the month.

Sir John, aged 50, who has spent the past 10 years improving the fortunes of Jaguar, has emerged as the Government's favoured candidate.

His £250,000-a-year salary could easily be matched by a privatized company the size of National Power. He would also be offered the attraction of potentially valuable share options in the company as part of his remuneration package.

Sir John has options on

Jaguar shares worth £2.2 million which he can realize now that the company has been taken over by Ford in a £1.6 billion deal.

A possible line of succession at Jaguar has already been put in place by Ford with the appointment of Mr John Grant as deputy chairman. He was previously director of Ford's corporate strategy in Detroit. But he is from Belfast and his appointment to succeed Sir John would divert any objections about an American running one of the most British of companies.

Mr Grant, an economist, aged 45, is at present working in Coventry helping to develop links between the existing Jaguar management teams and Ford.

A move by Sir John into the power generation industry would also support the Government strategy of bringing new faces into industry and creating a highly competitive

climate in the generating business.

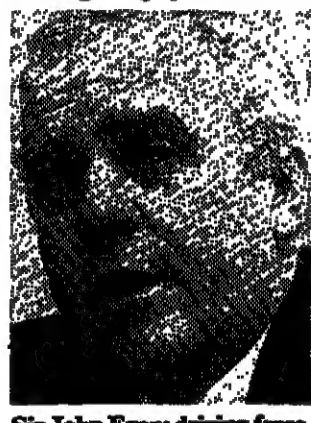
National Power has been led by Mr John Baker, its present chief executive, since Lord Marshall resigned but the Government has been anxious to have a high profile and successful businessman from the private sector at the head of the company in the months leading up to its stock market flotation.

Among earlier candidates considered by the Department of Energy was Mr Richard Giordano, head of BOC and a non-executive director of National Power, but his earnings at BOC, which put him among the most highly paid businessmen in Britain, could not be matched by a company being created by the Government.

The other candidate seriously considered was Sir Peter Walker, who stands down as chairman of BP at the end of this month. But this was ruled out in part because PowerGen, the second generating company, is headed by Mr Robert Malpas, another former senior director of BP.

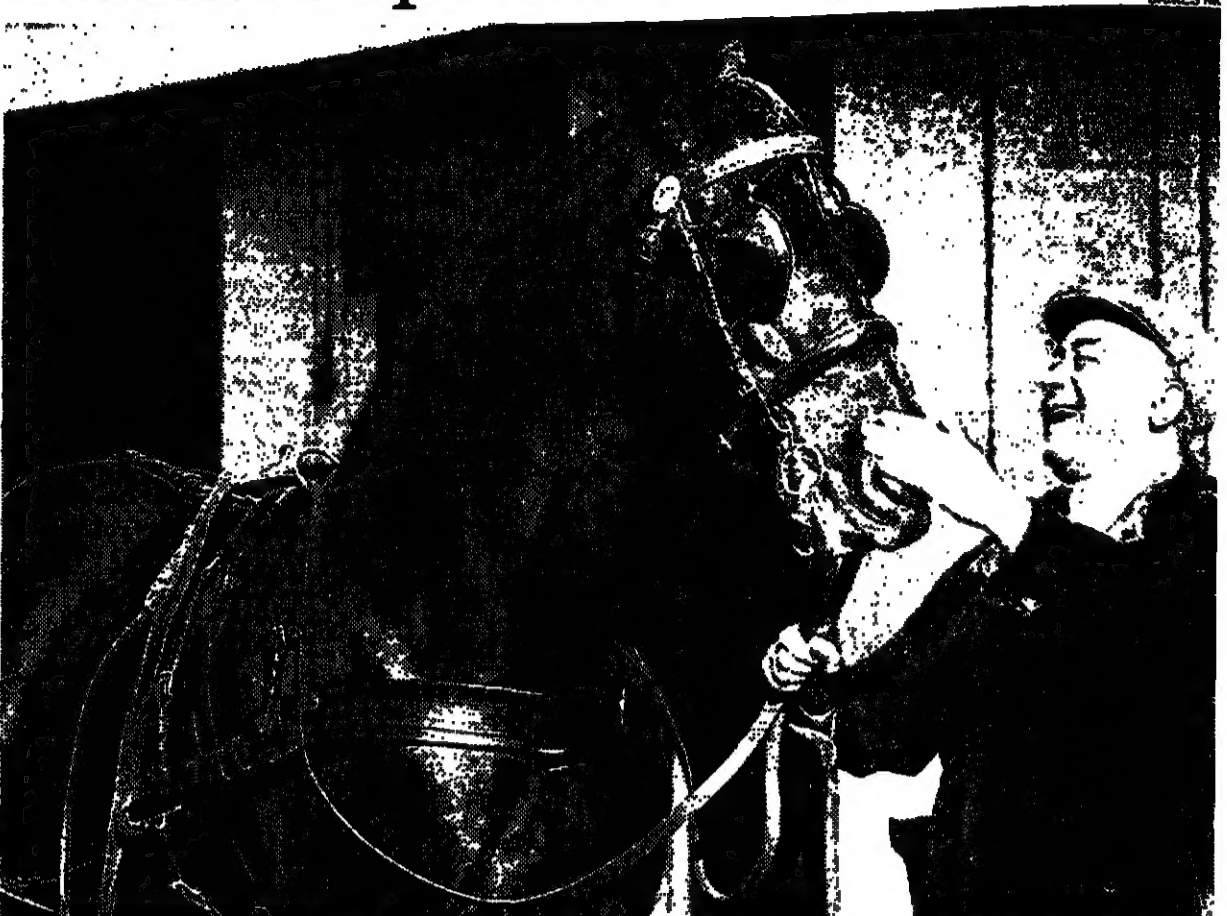
● National Power has secured 23 contracts to supply electricity direct to companies, bypassing distribution boards, ahead of a weekend deadline for new contracts before prospectuses for the 12 area boards are drawn up.

The contracts, worth between £150 million and £200 million, involve an annual demand of 850 megawatts to 160 sites and include 13 contracts.



Sir John Egan: driving force

Brothers hope to show report is invalid



Free rein: Mohamed Al-Fayed at the weekend, with an off-duty Harrods working horse, at his home in Oxford, St.

Fayeds want judicial review

By Angela Mackay

The Fayeds brothers will press for a judicial review of the Government's decision to publish a Department of Trade and Industry report on their takeover of the House of Fraser in 1985.

A final decision will, however, only be made today, after receipt of an advance copy of the 750-page report. The Fayeds are keen to see if it varies from sections of the report which were leaked almost a year ago.

The DTI has said it will make the document public on Wednesday and a spokesman said yesterday he did not believe applying for a review

would halt publication. A House of Fraser director said the company was not considering taking out an injunction against the Government to prevent publication.

Mr Mohamed Al-Fayed hopes a review in camera will show that the DTI report is not valid under the Companies Act 1985 because it has been "fatally flawed" by events surrounding its compilation and the publicity surrounding the subsequent investigation by the Serious Fraud Office.

Louhro, led by Mr Tiny Rowland, chief executive, has criticized government handling of the affair.

Louhro waged a long campaign before the Fayeds bid to gain control of the retail chain, which boasts Harrods, Britain's most famous store, as its flagship. Last week, Mr Nicholas Ridley, the Trade Secretary, said the Fayeds would not be prosecuted as a result of an SFO investigation. However, Louhro is refusing to let the matter lie. The company intends to sue the Fayeds and Kleinwort Benson, their merchant bank adviser on the takeover.

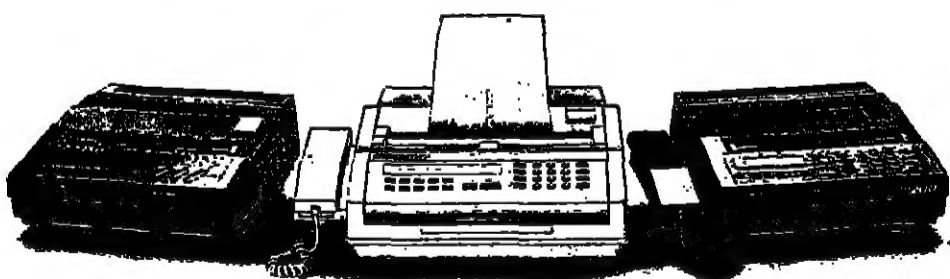
Louhro had hoped the Government would take action against the three brothers

under Section 8 of the Companies Act, 1985.

The campaign has Louhro's shareholders' million pounds. The brothers are believed to have evidence that Louhro spent more than £20 million trying to have the deal wound, or at least have brothers punished.

For five years, Louhro alleged the Fayeds' £61 million bid was secretly flouted by the Sultan of Brunei, the world's richest man, and the brothers fabricated a deal to obtain acceptance in Britain.

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Forecasters expect Budget tax rises

By Rodney Lord, Economics Editor

City forecasts of inflation are rising, putting additional pressure on Mr John Major, the Chancellor of the Exchequer, to raise taxes in the Budget on March 20.

The rise in mortgage rates led by Abbey National, nationalized industry price increases and the introduction of the poll tax are now expected to push up inflation by more than a point above its present level of 7.7 per cent. According to James Capel, the broker, inflation could reach 9 per cent in August and will still be 7.5 per cent by the end of the year.

If Mr Major wants to meet the targets set in the medium-term financial strategy set out in the last Budget, say the brokers, he will have to raise taxes by £4 billion. But Capel expects the Budget to "fall

short of the mark" with net increases in taxes of about £1.8 billion, reflecting non-indexation of income tax bands and allowances and further tax increases on company cars.

Lloyds Bank, in its monthly *Economic Bulletin*, also expects net tax increases - perhaps of £1.2 billion. But Lloyds thinks the Chancellor could be in a position to resume the tax-cutting path next year bringing him within sight of a basic rate of income tax of 20p in the pound by 1992.

The Liverpool Group offers a very different prescription of substantial tax cuts. It expects the economy to escape recession this year and to resume growth of 2.8 per cent next year.

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Tokyo boost for BZW and Capel

By Our City Staff

The Tokyo Stock Exchange is expected to approve, at a special committee meeting today, the admission of three more foreign securities companies: Britain's Barclay's de Zoete Wedd and James Capel, the company owned by the Hongkong and Shanghai Bank, and Credit Lyonnais of France.

The additions, if finally approved, would take the number of foreign firms with seats on the TSE to 25. The TSE is expected also to admit seven more Japanese brokers, taking total membership to 124.

The moves follow long campaigns on behalf of the subsidiaries of the banking groups, whose ownership was earlier taken to be in conflict with Japanese rules separating securities from banking businesses in Japan's domestic market.

Elders' pub swa talks in final stage

By Our City Staff

Grand Metropolitan and Elders, owner of Courage in Britain, are in the final stage of negotiations over a pub and breweries deal, with details expected to be released on March 13.

While Elders executives have been leading the progress of talks to institutional shareholders - partly to try to shore up its falling share price - GrandMet has been reluctant to comment in case the Stock Exchange asks the company to make the deal public before details have been finalized.

GrandMet's advisers are working out the final stage with Elders in Melbourne. Mr Allen Sheppard, GrandMet's chairman, is believed to be putting the finished plan to his board this week.

The stumbling block appears to be how much Grand-

Met is prepared to pay to 25 per cent of Elders' share. The Australians want a Aus\$2.60 (£1.19) a share are enticing GrandMet the promise of a Aus\$0.50-a-share capital return by 30 and the possibility second 50-cent return at the end of the year, as it Elders Resources is sold.

The deal would give and its new partner the chance to compete as local Australia, North America, Britain, analysts said. In the deal helps Elders' efforts to extricate them from a crippling debt after Harbin, their core bid for Elders last year.

Elders is selling most non-core assets and intends to become a brewing and company under the name Foster's.

Viability and lost gold vein conspire to close desert mine after 3,500 years

Sands of time finally run out for Gebe

By Colin Campbell
Mining Correspondent

The Gebeite mine in Sudan, one of the world's oldest gold mines and famous enough to be marked on school atlases, is to be closed.

The decision to mothball Gebeite - which has been worked intermittently for more than 3,500 years by, in turn, the Pharaohs, Greeks, Romans, Russians, and the British - ends months of speculation as to its viability after technical problems dogged production in 1988 and after the gold vein was "lost" in 1989.

Dr Colin Phipps, the former Labour MP brought in as chairman as part of a corporate rescue of London-quoted Greenwich Resources in February, 1989, said the Sudanese mining authorities have agreed that under current levels of cost, grade, and

world gold prices Gebeite could not be profitable.

The mine will be put on a care and maintenance basis. The latest closure marks yet another chapter in the history of Gebeite which was discovered in the reign of the Pharaoh Thutmose III (1500 BC) and which in its time has made fortunes for many.

Greenwich, under its former management, first undertook exploration work at Gebeite in January, 1982. It was the lure of Gebeite, where rich grades had been found and previous fortunes made, which saw Greenwich's share price go up like a rocket from 55p in December, 1985, to a September 1987, peak of nearly 400p.

Subsequently, the share price fell when Greenwich admitted to technical problems in the Sudan. The problems effectively knocked out the profits prop for the other exploration

ventures, and Gebeite started to drain cash.

While Gebeite was known to be a difficult geological prospect and badly faulted - and though the mine had produced gold (and profits) for Greenwich - the company finally had to announce the unthinkable had happened. The gold vein had been "lost".

In June, 1988, Mr Stanley Estell, the former chairman, resigned, taking responsibility for an exploration technique that did not work. He told shareholders: "I have wasted four or five months of your time and your money. It is not the fault of the mine, the miners or my staff. It is my fault."

Dr Phipps has been reviewing Gebeite's future for the past 15 months, while putting Greenwich on a more secure footing. Last week, he

announced there had been a significant increase in the gold vein attributable to Greenwich's 28th Australian Paddington gold. A drilling programme in Vent starts next month.

Exploration commitments have been fulfilled. In the clear Gebeite, 1,402 ounces of gold have been recovered - and no further burden on Greenwich because Gebeite is expected.

Though Greenwich shares can trade not far off their low of 31p still have some friends. On Fida Prudential bought another 20 shares to lift its stake to 6.29 per cent.

Today, the remaining 28 Gebeite are being sent off-site. Desert sands are once again black over the mine.

John G. H. H.